A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

June 16, 1969

How buying by governments creates non-tariff barriers

Canada advances its Kennedy Round tariff cuts

International Trade Winds

Company News

CONSTRUCTION—M.W. Kellogg Co., division of Pullman Inc., New York, will design, engineer, procure and provide advisory services for an ammonia feed unit for a Dawood Hercules' urea complex in West Pakistan. Located at Chichoki Mallian near Lahore, the 625-metric-ton-per-day plant is described as the largest single train ammonia unit for Pakistan. The plant will provide ammonia and carbon dioxide for production of high nitrogen urea fertilizers.

OIL EXPLORATION—Fluor Corp., Los Angeles, has announced that offshore drilling in Canada's Hudson Bay will be inaugurated by one of its deepwater drilling barges this summer. Under contract to Aquitaine Co. of Canada Ltd., the barge will drill two wells on Canadian government offshore property.

BEARINGS—Norma FAG Bearings Corp., with headquarters in Stamford, Conn., is being formed by FAG Bearing Corp., a subsidiary of FAG Kugelfischer Georg Schafer & Co., Schweinfurt, Germany, which has acquired the assets of Norma-Hoffmann Bearings Co. of Stamford. Producing precision ball and roller bearings, the new company will begin construction on a plant at Joplin, Mo.

PLASTICS—B.F. Goodrich Chemical Co., Cleveland, and the Instituto Salvadoreno de Fomento Industrial of El Salvador, have signed an agreement to manufacture Geon polyvinyl chloride under the new company name of Quimica B.F. Goodrich de Centro America, S.A. The agreement calls for a $4 million investment. After completion this year, the new facility will produce a full line of Geon PVC suspension and emulsion resins and compounds for use by manufacturers of bottles, shoes, phonograph records and wire and cable insulation.

DATA PROCESSING—Electronic Data Processing Division, Wellesley Hills, Mass., of Honeywell Inc., Minneapolis, will install a Model 110 computer system at the Felixstowe Dock & Railway Co., a privately owned port in England. A principal task of the new system will be to handle paper work for freight shipments. Felixstowe, located 83 miles north of London, serves container ships. Currently, 6,000 containers a month are shipped from the port to the U.S. and Europe.

Newsletter

It takes a lot of connectors, switches, hand tools and light fixtures to build a sales estimate of $560,000, but that is what 21 exhibitors at the recent Electrical Equipment, Apparatus and Supplies Show at the Bangkok U.S. Trade Center are predicting for the first year's upshot of the show. Seven of the exhibitors were new to the Thai market and three were new to exporting. Four companies appointed agents at the show, and four others are approaching the dotted line in this regard.

A vacuum and cryogenics show by U.S. firms would be timely in Italy every two years, to keep up with the changing and expanding market. So said an exhibitor at the recent show in this field at the Milan U.S. Trade Center. Early reports have the floor sales total at $156,000 and 12-month projected sales at about $1.5 million. A technical program sponsored at the Center by the Federation of Scientific and Technical Associations of Italy brought in a large audience of high-level technicians and executives.

Commerce's refined Trade Mission "mix"—a combination that has volunteer members from a single industry, paying their own way, selling their own products, but aided by Commerce with a director and advance man, clerical help, brochures, appointment list, publicity at home and abroad—is being given a triple first test. INTERNATIONAL COMMERCE is currently featuring the missions' results: stories on a restaurant equipment group that went to France, automotive service to Scandinavia, and data processing to Germany.

Buyers from countries around the world stopped in recently at U.S. Embassies and Consulates to say they were on their way to the United States to do business here. In the past three weeks this magazine has reported the itineraries of such buyers from 17 countries. Readers of the Visiting Buyers and Officials column in our World Trade Opportunities section have all the information they need to make appointments.

Note that the teams of U.S. and Japanese businessmen brought together in San Francisco last week by the U.S. Chamber of Commerce and its Japanese counterpart, the Keidanren, worked from an agenda aimed at frank interchanges. Each delegation was asked to detail its own country's trade and investment restrictions and to propose specific measures the respective countries might follow in reducing or removing them.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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Maurice H. Stans
Secretary

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Clarence M. Zens
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Americo A. W. Favale
Director of Graphics

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in this issue

This week's cover highlights two feature articles in today's issue. The first, beginning on page 2, is an assessment by two Commerce Department specialists on how governmental buying policies operate to impede world trade, through both "visible" and "invisible" barriers; the second, on page 5, is a report on Canada's action in implementing Kennedy Round cuts two-and-a-half years ahead of schedule to offset the economy's inflationary trend.

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Official buying methods create barriers to trade

Some nations state preferences openly, others favor local producers by 'invisible' modes

By HAROLD A. BRATT
& KENICHI G. KUWABARA
Trade & Commercial Policy Division, BIC

As headlines in international trade publications turn increasingly to non-tariff barriers, the spotlight inevitably falls on a prominent obstacle to trade: the buying practices of governments.

Trade analysts examining these practices point to two distinct ways in which governmental policies operate to impede the flow of world trade. One is through price preferences; the other, through procedures.

Under the first approach the government handles the major share of its buying in clear, formal ways which are set forth in published regulations. If it bars foreign purchases it is through what these observers call "visible" barriers.

Under the second approach, however, the government blocks out foreign products through informal administrative methods which, more often than not, are not set forth in regulations accessible to the businessman. These are regarded as "invisible" barriers.

Any current study of the issue of government procurement and foreign trade would probably begin with a move that occurred in this country several years ago. In the early 1960's United States Government concern mounted over the country's continuing balance-of-payments difficulties. Responding to these difficulties, the United States Department of Defense in 1962 raised the preference margin favoring domestic goods in awarding supply contracts from the usual 6 to 12% to 50% as a temporary balance-of-payments measure. Several countries lodged a protest against the United States Government in the Organization for Economic Cooperation and Development (OECD) in Paris. This action, in turn, opened up broader discussions in that forum on the buy-national procurement policies of all the OECD members since the problem was obviously not limited to any single country.

From these discussions it was clear that the governments of OECD member countries—the major producing and purchasing nations in the free world—practiced discrimination in favor of their domestic producers and that this discrimination took many forms.

Analysts who attempt to put this issue into a perspective that has practical meaning for American traders must first tackle some formidable information-gathering problems. These include:

- An absence of stated rules—and even definitions.
- A scarcity of hard facts on what and how much governments buy.
- A lack of information on the source and methods of government purchases.

Absence of rules

A major difficulty overshadowing international discussions of buy-national policies is the absence of an agreed set of ground rules on government buying. International trade by private persons or businesses is conducted according to commercial considerations.

The commercial factors of price and quality governing the international exchange of goods between private businesses are safeguarded by provisions such as the most-favored-nation and national treatment clauses which are incorporated in the General Agreement on Tariffs and Trade (GATT) to which the United States and the other major trading countries have acceded. They are also contained in bilateral treaties and agreements to which the United States and other countries are parties.

Similarly, the GATT makes provision for state-trading enterprises by requiring that they act in a non-discriminatory manner and make purchases and sales solely in accordance with commercial considerations.

The same is not true, however, where governments purchase supplies for their own consumption. For such purposes the GATT provisions are very limited. Article XVII of the General Agreement merely provides, with respect to imports of products for consumption in governmental use, that ". . . each contracting party shall accord to the trade of the other contracting parties fair and equitable treatment." Article III (which lays down the basic principle that internal taxes and other regulations should not be applied so as to protect domestic production) specifically exempts government procurement from its coverage.

One of the reasons why "fair and equitable treatment" is the only generally accepted standard for government purchasing is that there is a divergence of views on the question of whether there should be any specific norms, let alone on what these norms should be.

Some observers maintain that because tax dollars are involved in government buying a different kind of yardstick should be used to measure whether certain practices are within acceptable limits.

Governments have a number of special responsibilities. One of these is national security. As a major purchaser of supplies and equipment the government can profoundly affect the well-being of a company or even an industry which may be essential to the national defense. The expenditures or withholding of funds for research and development can have a substantial impact on an industry's future. Other responsibilities of government include the maintenance of full employment, the promotion of economic growth, and the safeguarding of the balance of payments.

Others see no essential difference between purchases by private enterprises and those made by governments. They contend that the economic gain from comparative advantage revealed through

Buy-national procurement policies form an imposing non-tariff barrier to international trade as governments around the world play an ever-growing role as buyers of goods and equipment. This article by two members of the General Commercial Policy Staff of the Office of Commercial and Financial Policy in Commerce Department's Bureau of International Commerce assesses recent developments in this field.

freer trade for private purchases should also hold for governmental purchases. Further, the taxpayer ought to get the most for his money.

The sheer size of the government as a purchaser, in the view of still others, places it in a special category. What company, for example, can match the size of prime contract awards made by the Department of Defense each year?

Scarcity of information

Another difficulty which trade analysts regard as an impediment to international consideration of government purchasing policies has been the general lack of information on the size, composition, and source—whether domestic or foreign—of purchases by national governments, especially details regarding bids and contract awards. Interpreting such data as are available raises a number of problems of definition. What are supplies or services, and are purchases by nationalized industries properly considered government purchasing?

According to a recent publication of the European Free Trade Association (EFTA) the overall level in recent years of annual central government purchases of supplies, including some defense procurement, in the member countries of EFTA has been roughly $4.5 billion. Inclusion of purchases by nationalized industries and public services might double this figure. Though comparable figures are not generally available for purchases by the central governments of the European Economic Community, they likely exceed those of EFTA. The United States procurement market dwarfs the others. Annual purchases of goods and equipment by the U.S. Federal Government alone are now running in the neighborhood of $50 billion.

Yet another unresolved issue is the definition of what is a domestic item. In applying Buy American preferences for domestic products, Federal agencies regard as domestic those products whose final process of manufacture has taken place in the United States and whose components—which have been mined, produced, or manufactured in the United States—amount to more than 50% of the cost of all components. Little is known about the criteria foreign governments apply in distinguishing domestic-from foreign-made goods.

Procurement policies and practices

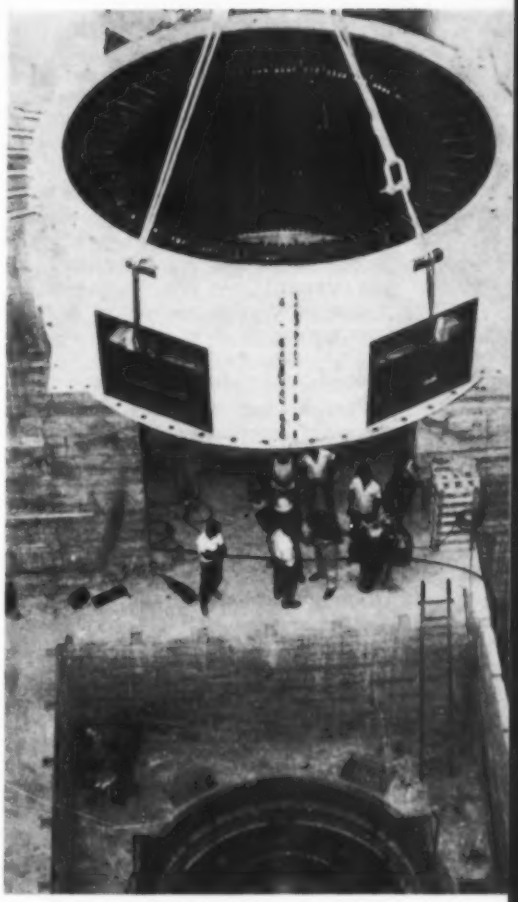
In the course of its work spanning several years, the OECD collected a wealth of information on the policies, legislation, and procedures of procurement by member governments. Much of this information is set out on a country-by-country basis in the 1966 OECD publication, *Government Purchasing in Europe, North America and Japan.*

The United States: United States purchasing policy is subject to Title III of the Act of March 3, 1933, commonly known as the Buy American Act, which was enacted as a depression measure designed to alleviate unemployment. It provides that in procuring supplies for public use *within* the United States agencies must purchase domestic materials unless they are not available domestically, their purchase would be inconsistent with the public interest, or the cost would be unreasonable.

Executive Order 10582 of Dec. 17, 1954 implements the Buy American Act and prescribes a uniform standard for executive agencies in applying the Act. It provides two methods for determining whether a domestic supplier's bid price is unreasonable when foreign goods are offered in competition with domestic goods: (1) if it is more than 6% higher than an eligible foreign bid (after including applicable duty and costs incurred after arrival in the United States), or (2) if it is more than 10% higher excluding such duty and costs. Under a subsequent decision, an additional 6% differential is applied in favor of the domestic bid if the materials are to be produced by small business concerns, as defined by the Small Business Administration, or by firms in an area of substantial labor surplus, as certified by the Secretary of Labor.

Executive Order 10582 permits agency heads to set aside procurements for small business exclusively, and to reject a foreign offer for security reasons or because it would be in the national interest to do so. The Director of the Office of Emergency Preparedness has been designated as the officer responsible for furnishing advice to an executive agency on the implementation of the national security exception.

As noted above and reflecting the growing balance-of-payments problem of the United States, the Department of Defense in July, 1962 invoked the "national interest" condition of Executive Order 10582 and adopted a 50% preference (exclusive of duty) in favor of domestic goods as a benchmark for procurement for use within the United States. At the same time, it increased the differential it had been applying in its procurement for use outside the United States from 25 to 50%. At the end of 1963, the Cabinet Committee on the Balance of Payments confirmed the Department of Defense's action and agreed that, with certain exceptions such as nonavailability, all Federal agencies procuring for use abroad should buy domestic supplies and materials if the estimated delivered cost does not exceed the cost of foreign materials by more than 50%.



HEAVY ELECTRICAL EQUIPMENT purchases by governments are now under study in the OECD at U.S. initiative, aiming at setting up an international code. Photo shows stator being lowered to generator floor in Nicaragua. (World Bank Photo)

In addition to the requirements of the Buy American Act, procurement of certain products is governed by separate statutory provisions. Further, Buy American practices are not limited to the Federal Government as a number of states and municipalities have such legislation on the books.

Foreign Countries: It has been a complaint of American businessmen that, in contrast to the United States, few foreign countries have published and codified rules on government procurement. In fact, they point out that some countries—including the United Kingdom and Denmark—have no laws explicitly covering government purchasing, and departments are allowed to follow the method of pro-

curement best suited to their needs. The laws in other countries contain general principles or guidelines to be followed, but leave the actual implementation to administrative orders. Rules on treatment of foreign supplies and suppliers are often vague and leave considerable latitude to agencies.

Discrimination against foreign supplies is usually implemented through purchasing procedures. Preference margins which favor domestic over foreign goods in the evaluation of offers are seldom used, at least openly.

Procedures in foreign procurement

Foreign trade observers recognize that the use of procedures to carry out a buy-national policy may take place at any of the three major stages in procurement, i.e., publicity, bidder qualification, and bid evaluation and contract award. As for publicity, information on planned foreign procurement is seldom available from a central source, and only selected procurements—as determined by the purchasing agencies—are publicized in the press, trade journals or official gazettes. Purchasing offices frequently maintain a so-called bidder's list of qualified suppliers for specified product categories from which tenders are solicited, but foreign suppliers often find that the procedure for getting on the list is obscure. Moreover, firms accepted for listing are not necessarily the ones asked to bid. Foreign suppliers are sometimes excluded from bidding because of long-term exclusive buying arrangements concluded between the government and a private group of domestic producers. Another impediment mentioned by exporters is that in which procurement is made by approaching a single producer, although this kind of buying is supposedly limited to special situations.

Regarding bidder qualification, businessmen have complained that in some countries the bonding requirements applicable to foreign bidders (and to recipients of supply contracts) are more burdensome than on domestic firms. Residency requirements also can pose difficulties. In Italy, for example, foreign firms based in the country typically can participate in the bidding, but those based outside the country cannot.

In foreign procurement practices the discretionary element is fully felt at the procurement stage when bids are evaluated and a purchase contract is awarded. Though some contracts are awarded automatically to the lowest bidder, the products affected usually consist of standard shelf items and account for the smaller part of total procurements. For purchases of other items a broad set of criteria is applied. These are couched in terms such as the "most interesting" tender in Belgium, the "lowest suitable tender" in Austria, the "most advantageous to the State when all circumstances are considered" in Sweden, and the "most economical bid" in Germany —all designed to permit procurement agencies to take into account factors other than price, quality, experience and past performance of the supplier, delivery date, after-sale services, and spare parts availability. Price and other commercial considerations ordinarily weigh heavily in the purchase decision, but are not always the controlling ones.

A few examples will point up foreign practices which in the past have led to contract awards on considerations other than commercial alone. In the United Kingdom, the Treasury has reserved the right to disallow purchases of foreign goods which involve sizable financial outlay on balance-of-payments grounds. In 1966 the Government required one of Britain's major airlines to purchase British aircraft for a major re-equipment move. This decision was based on the fact that suitable British aircraft were available and the expenditure which would have been involved in purchasing abroad would not have been compatible with the Government's efforts to eliminate the balance-of-payments deficit.

In Italy an opinion may be solicited from an Advisory Commission for certain purchases. Austrian administrative "ONORM" regulations provide that "if circumstances permit, only products of Austrian origin shall be used and only Austrian firms shall be engaged." In Japan national government agencies were advised to buy national for certain categories of equipment, other things being equal, under a Cabinet decision of September, 1963. Instructions of a similar nature may well have been implemented informally in other countries through the circulation of unpublished internal orders. These buy-national policies are additional to those justified on grounds of protecting public health and for reasons of national security.

Another problem cited by exporters is that foreign disclosure of bids received and contracts awarded is generally held to a minimum. Disclosure of bid information is usually limited to procurements where contracts are awarded automatically based on pre-determined criteria. In such cases tenders received are usually opened in public at a designated time and place, and the contract is awarded to the lowest bidder. For contracts awarded on the basis of a broad set of criteria, however, as in the case of most purchases under so-called selective tendering, information released is largely discretionary with the purchasing office. While it is customary for the identity of the successful bidder to be announced, the offer price is often not disclosed. Unsuccessful bidders may be notified, but frequently no explanation is given for rejecting their bids. National security considerations, the danger of collusive pricing practices, and the fact that price is not the only consideration in awarding contracts have been mentioned, among others, as justification for withholding information.

The problem of restrictive procurement policies abroad—as is true in the United States—is not limited to government at the national level. The provinces in Canada, for example, have customarily granted preferences to domestically-produced goods. The requirement by the Quebec Government that no more than 25% of the structural steel for the New Quebec Bridge over the St. Lawrence river be procured outside Canada was a recent instance of provincial policy.

Heavy electrical equipment

International work on government procurement, which is now under way in Paris, is focusing on the important industrial sector of heavy electrical equipment. At United States initiative the OECD began last year an examination of government procurement practices and actual purchases in the sector of high-capacity turbine generator sets, transformers and switchgear to see if an international code of fair procurement practices can be developed which would effectively deal with the kinds of procurement problems and practices uncovered in this key product area.

The United States Government is a major purchaser of electrical generating equipment. Of the Federal electric power entities, the Tennessee Valley Authority is the largest purchaser, and its procurement of foreign equipment is substantial. Foreign governments and nationalized industries are also important end-users of heavy electric-power generating equipment. Where there is domestic production, however, they satisfy virtually all of their requirements with domestically-made equipment.

In the view of some foreign trade observers, as the OECD comes to grips with the problems which buy-national policies pose to international trade in heavy electrical equipment, it should be possible to determine whether it is feasible for governments to move towards common policies and practices in this highly complex area.

Canada fully implements Kennedy Round tariff cuts; action is 30 months ahead of schedule

Reduced rates will affect about $1.5 million of imports from U.S.; move is intended to combat nation's rising rate of inflation

Canada has fully implemented its remaining Kennedy Round tariff reductions, effective June 4. These reductions originally were scheduled to take effect in three stages, with the final rates going into force Jan. 1, 1972. Provision for this acceleration of Canada's Kennedy Round commitment is contained in the annual Federal Budget presented to Parliament on June 3.

The reduced June 4 rates will apply to Canadian imports worth about $2 billion a year. Inasmuch as imports from the United States during the first four months of 1969 constituted 77% of total imports, the tariff cuts may have a beneficial impact on about $1.5 billion worth of U.S. trade.

Combats rising prices

The reductions are intended to help combat Canada's rising rate of inflation. The Government anticipates that the tariff cuts should be of importance to Canadian consumers although the main effect is expected to be to reduce producer costs. In the present situation, in which there are continuing increases in both U.S. and Canadian costs and prices and a need to introduce more competition into the Canadian economy, the Government has concluded that the full benefits of the Kennedy Round tariff reductions on the economy should not be delayed any longer.

Wide commodity coverage

Tariff reductions have taken place on canned meat, confectionery, biscuits, cereals, fruit juices, and some other foodstuffs. Reductions have also taken place on a number of consumer appliances such as washing machines and dryers, power lawn mowers, and radio and television sets. In the textile sector, there are reductions on knitted fabrics and garments, and on synthetic fabrics. In the latter case the principal effect is expected to be helpful to the Canadian garment industry in maintaining its competitive position against imports.

One reduction in the industrial sector was the elimination of the 30¢ per ton duty on coal. The 1.8¢ per thousand cubic feet duty on natural gas was also eliminated. The duties on primary iron and steel rolling mill products, on wood flooring, on engines and boilers and on auto replacement parts are among the other rates which dropped on June 4.

More details available

Detailed information on the Kennedy Round accelerated rates and on other tariff changes reported in this article may be obtained from the Trade Regulations Section, European Division, Bureau of International Commerce, U.S. Dept. of Commerce, Washington, D.C. 20230. Each request should be accompanied by a complete description of the product on which tariff information is desired.

The only exception to the acceleration of the Kennedy Round cuts was on shoeboard, a paper product for which the tariff under item 19201-1 is scheduled to be reduced from 20% to 5% with the rate currently being at 14%. The Canadian Government considers that the full period of four years is required for readjustment of the production facilities of this small industry to meet this larger than usual tariff reduction.

Earlier one-step cuts

About 270 separate Canadian Kennedy Round tariff concessions were implemented in a single-step reduction on Jan. 1, 1968 and the tariff changes on chemicals and plastics became fully effective in one step beginning Jan. 1, 1969. The Jan. 1, 1968 cuts applied to certain tropical products, certain wood products, granite and other building stone, dairy machinery, cigarette packaging machinery, certain welding apparatus, equipment for tractors, electric steam turbo generator sets and, most important of all, production machinery. The last-named is a $575 million trade item for the United States.

Special printing benefits

The Budget also provided for amendments to the tariffs relating to machinery, apparatus and printing plates for the printing and allied industries. The new schedule, which results from recommendations of the Tariff Board, is a considerable simplification of the previous tariff provisions for this equipment. It continues duty-free entry for most of the printing equipment which was duty-free, and the removal of the duty on a considerable range of other equipment.

Included in these changes is the expansion of duty-free tariff item 41215-1 to include a broad range of typecasting and typesetting equipment on which the rates had been 5, 10, 15 or 17.5%, and the expansion of duty-free tariff item 41205-1 to include additional kinds of paper-converting machinery previously dutiable at 10 or 15%.

Although some increases in duty rates have also been put into effect, the net result of the new schedule will be to reduce the amount of duties payable by the printing and allied industries of Canada.

Precision instrument cuts

In another Budget action, Canada revised the nomenclature and tariff rates on precision instruments and apparatus used in engineering, surveying, prospecting, drafting and metal-working. Most of these instruments and apparatus are not made in Canada. The revised tariff items represent a modernization and expansion of the scope of the existing items for this equipment.

There are also some reductions in duty, including a reduction from 9% to 5% on engineers', surveyors' and draftsmen's instruments and apparatus.

The Budget also called for the continuation, consolidation, clarification and extension of the duty-free entry arrangements for certain goods destined for religious, educational, scientific, literary or artistic purposes, or for the benefit of afflicted or handicapped persons or for use in ministering to such persons. There is also some broadening of the duty-free entry privileges for hospital equipment.

The temporary suspension of the 7.5% duty on aircraft and aircraft engines of types or sizes not made in Canada was extended from July 1, 1969 to July 1, 1971.

WORLD MARKETS SINCE 1962: VI

U.S. is selling one-third of world's transport items

Remains prime supplier as exports of automotive products surge to Canada

The two-thirds expansion in world sales of transport equipment from 1962 to 1967 was matched by the gain in U.S. shipments. Thus, our export share of 31.8% was unchanged. In the intervening years, however, the relatively poor U.S. performance resulted in a considerable weakening in our position to an average share of only 28½%. The loss was recovered as a result of the boom in automotive exports to Canada beginning in 1966 and the sharp rise in aircraft deliveries in 1967.

In 1968, the U.S. share of the transport equipment market climbed by 2½ percentage points to 34.3%, a sizable gain over the previous year. Detailed data by product are not yet available.

Market abroad dynamic

In meeting the burgeoning demand generated by increasing numbers of passengers and the growing volume of cargo, exports of transport equipment from the United States and the 13 other leading suppliers to markets other than this country rose in five years by $5.6 billion to $14.2 billion. This rapid rise placed transport equipment among the more buoyant product lines in world manufactures. Exports of leading transport items, with the exception of railway vehicles where trade declined erratically, generally expanded by between 60% and 70% during the period.

As world population increased and the output of goods multiplied, demand for transportation services intensified. With living standards rising, especially in the developed areas, a family car and long-distance travel became increasingly commonplace. It is not surprising, therefore, that shipments of passenger cars, the largest-valued group, rose by $1⅔ billion to $4.1 billion. This expansion accounted for more than a quarter of the rise in exports of transport equipment from 1962 to 1967. Greater sales within the European Economic Community were responsible for a sizable part of the increase.

Likewise, sales of automotive parts and other vehicles such as buses and chassis, motorcycles, and special cars played a substantially greater role in international commerce. Shipments to foreign markets climbed to $3.5 billion in 1967, a 60% gain over 1962. The two principal ingredients in this expansion were the massive growth in deliveries of U.S. automotive parts to Canada for assembly by our subsidiaries and the sharp step-up in intra-EEC trade in the same products. Expansiveness in these movements is also associated with the greater production and wider use of road motor vehicles in many countries of the world.

Reflecting the rising preference for truck rather than rail transport of merchandise, exports of trucks and road tractors rose by over 70% to $1.4 billion in 1967. Deliveries doubled to developed countries but increased at only half that rate to the developing areas.

Exports of aircraft were not quite so buoyant, rising by three-fifths to $2.2 billion. Higher demand was centered strongly in developed areas as national and private airlines augmented their fleets to modernize and strengthen air cargo and passenger services.

Railway vehicles represented the sole stagnant commodity in the transport equipment group, registering only a negligible gain in export sales.

More economical and faster modes of transportation have tended to supplant rail traffic. While railroads remain important links in the transport systems of most countries, they play a less prominent role than in the past. Also contributing to the decline of world trade was the growth in production of rolling stock in key markets.

U.S. performance strong

U.S. exports of transport equipment moved up by two-thirds to $4.5 billion in 1967. This strong sales record enabled American exporters to retain the same share of the world market as in 1962 in contrast to declines suffered in other major groups of manufactures. With the advent of the U.S.-Canadian agreement in 1965, a spectacular rise occurred in deliveries of motor vehicles to U.S.-owned plants across the border. A substantial portion of the trade stimulated by this arrangement consisted of parts destined for assembly into vehicles for reexport to the United States.

Although there was no overall change in the U.S. position, our exports in 1967 were in fact some $250 million higher

Sixth in series

The accompanying article is the sixth in a series of reports being presented in *International Commerce* on changes in the U.S. competitive position in world markets for manufactured goods, 1962-67. The introductory article, an overall view, was presented in the issue of May 5. Others, in greater detail, have appeared as follows:

Covering the U.S. competitive position in developed countries, issue of May 12; developing countries, May 19; nonelectric machinery, June 2; electric machinery, June 9. Later reports will pinpoint other major commodity groups.

The reports are being prepared by the Commerce Department's Bureau of International Commerce from special computer runs designed by the Bureau's International Trade Analysis Division and ordered from the United Nations International Trade Statistics Centre. The data is assembled in more than 1,100 Market Share Reports, available from Sales and Distribution, Room 2119, U.S. Department of Commerce, Washington, D.C. 20230. Country reports are 75 cents each; commodity reports, 10 cents.

than they would have been if U.S. exporters had merely duplicated their 1962 share of each world market area for each type of transport equipment.

The growth in U.S. exports of transport equipment was more concentrated than those of other suppliers. Each of three commodity groups—passenger cars, automotive parts and motor vehicles other than cars and trucks, and aircraft—scored gains of more than a half billion dollars in sales to foreign markets. Together, they accounted for more than 90% of the increase in our shipments of transport equipment. The more diversified sales of other world suppliers included a larger proportion of trucks and railway vehicles.

Aircraft exports climb

Throughout the 1962-67 period, U.S. exports of aircraft continued to dominate the world market. In 1967, they reached $1.5 billion, half a billion dollars more than five years earlier. Nevertheless, our share declined by 2 points, to 69%. Even though our competitors enjoyed a faster rate of growth, their absolute gains, mostly by the United Kingdom and France, amounted to only about $282 million.

With large civilian and military demand to satisfy, the U.S. aircraft industry has developed extensive production capacity for passenger and cargo jets. Strong selling points have been the reliability, ease of maintenance, and economy of operation of this nation's technologically advanced planes.

U.S. passenger cars achieved the most rapid advance in exports and the sharpest improvement in share among our manufactures. With deliveries more than tripling to $824 million, our share climbed by 9 points to 20%.

Our position outside of Canada, however, declined substantially. The rise in our competitors' sales to other markets was far greater than the small net gain in U.S. cars shipped to other markets. The smaller initial and operating costs of foreign cars militate against sales abroad of the larger U.S. models. In addition, both tariff and non-tariff barriers tend to limit market opportunities for U.S. automobiles. Moreover, in many countries U.S.-owned subsidiaries have established a strong position in local and export sales.

Also greatly assisted by stepped-up deliveries to Canada were U.S. exports of automotive parts and other motor vehicles. Despite the $556 million gain in these exports, our share of the world market declined marginally to 44%. This slippage stemmed from the improved position of European competitors in the Common Market and of Japanese suppliers in East and South Asia and Australia/New Zealand/South Africa.

Although U.S. shipments of trucks and road tractors rose by more than $100 million, our share of the world total was eroded by some 6½ points to 27%. Only a surge in deliveries to Canada, boosting our standing there by 16 points to 98½%, prevented the overall U.S. position from dipping markedly. Weakness in non-Canadian markets stemmed in part from the establishment of U.S.-owned plants abroad to serve areas formerly supplied direct from this country.

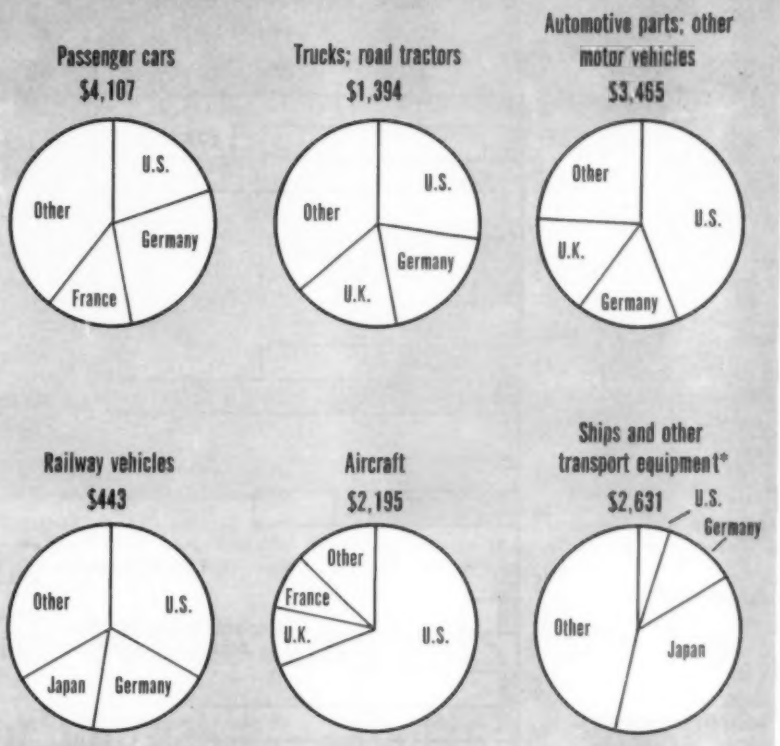
U.S. sales of railway vehicles to foreign markets declined from 1962 to 1967. The 6% drop in our exports cut our share by 2½ points to 32.8%.

Canada top U.S. market

Canada was by a wide margin the fastest growing foreign market for transport equipment from 1962 to 1967. World shipments there climbed from $670 million to almost $2 billion. The United States accounted for virtually all of this expansion, lifting its share from

U.S. is major supplier of transport equipment except in cars and ships

Figures show 1967 world exports in millions of dollars

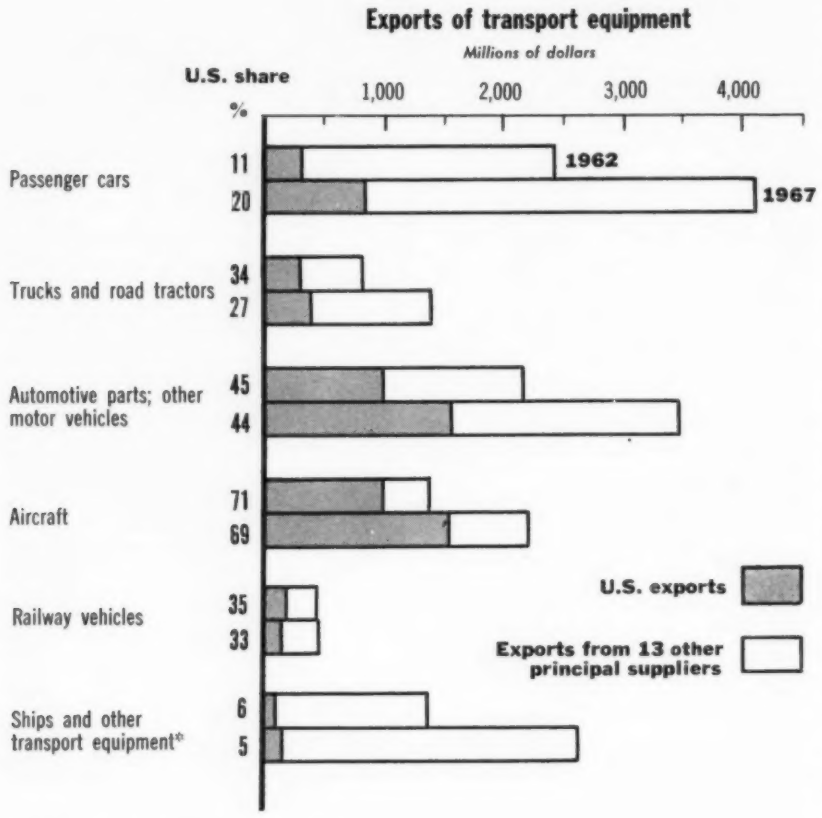


* Excludes ships registered in Liberia and Panama

U.S. dominates aircraft market despite slight share erosion

Year	U.S. aircraft exports: Value	Share of world market	Share of U.S. transport equipment exports
	$ million	Percent	Percent
1962	979	71.3	35.8
1963	817	56.4	30.2
1964	874	54.7	28.7
1965	1,137	63.7	33.0
1966	1,097	63.6	29.6
1967	1,518	69.2	33.6

U.S. share strengthens in world car exports, weakens in other types of transport equipment



* Excludes ships registered in Liberia and Panama

79% to 92%. In addition to automotive products where our sales gains to Canada have already been cited, U.S. aircraft exports recorded significant advances.

Purchases double

Australia/New Zealand/South Africa were also buoyant markets, more than doubling their purchases of transport equipment to around $1 billion. The United States supplied over one-third of this increase; its share rose by more than seven points to 25%.

U.S. aircraft exports to these three countries jumped almost ten-fold to $140 million in 1967, and our share increased by five points to 60%. Larger deliveries of passenger cars and automotive parts also contributed to the increase.

The huge expansion in U.S. aircraft exports to Australia/New Zealand/South Africa was attributable in large measure to purchases by Australia where a strong economy, vast distances between areas of concentrated population, and a lively rivalry between government and privately-owned airlines combined to drive up demand. Deliveries of aircraft also expanded significantly to South Africa. Automotive parts were almost entirely destined for Australia and South Africa.

The rise in world exports to the Common Market countries slightly exceeded the average, bringing deliveries to $3.2 billion in 1967. Reflecting rising living standards, the increased inflow into the Common Market countries was predominantly automobiles and parts.

For the United States, on the other hand, aircraft constituted the bulk of the $105 million advance in our exports of transport equipment to the EEC. American aircraft deliveries accounted for close to two-thirds of that import market in 1967—about the same share as in 1962. Even so, our overall standing in transport equipment shrank by more than four points to 14.5% in the face of relatively poor performance in most other products. This weakening stemmed primarily from the expansion of intra-EEC trade in automotive products.

Western Europe outside the EEC remained the largest foreign market for transport equipment, with a total inflow of $3.4 billion. The U.S. share improved by roughly two points to 11.3% because of expanded sales of aircraft. Deliveries of our planes in 1967 were triple their level in 1962 and our market standing was boosted to around two-thirds. The U.S. supplier position in other transport equipment declined in this market.

Japan continued as a modest, slow-growing market for transport equipment Shipments of aircraft, principally from the United States, accounted for $76 million of the $124 million total exports of transport equipment to that country in 1967. In that year, the United States held 93% of the aircraft market, a gain of 13 points over 1962. This improvement, however, was insufficient to offset the deterioration in most other transport equipment, although it limited our overall share loss to modest proportions.

The American Republics were the largest outlet for transport equipment among the developing areas. The sluggish growth of that market in the five-year period, however, enabled the fast-growing East and South Asia market to approach its level. U.S. exporters retained their 58% 1962 share in 1967 by improving their standing in automotive parts and aircraft, despite losses in other products.

In the other sizable developing markets where world shipments expanded by from one-third to one-half—East and South Asia, the Near East, and Africa—the U.S. share deteriorated markedly.

Our exports to East and South Asia increased by less than a tenth. Offsetting much of the expansion in U.S. deliveries of trucks and road tractors was a decline in aircraft sales. The sluggish U.S. performance reduced our standing by 8 points to 23.6%.

U.S. exports to the Near East in 1967 were about the same as in 1962. Our 1967 sales were adversely affected by the Arab-Israeli conflict and the closure of the Suez Canal. Even before these events, however, our position was eroding in automotive products and aircraft, the principal transport items shipped from this country.

In developing Africa also, shipments

from the United States remained at their 1962 level. With the exception of railway vehicles, our exports and shares dropped in all types of transport equipment.

Germany closest U.S. competitor

The Federal Republic of Germany, with shipments of $2.4 billion in 1967, ranked a poor second to the United States in world sales of transport equipment outside this country. Its share declined by two percentage points to 17%. Even if German shipments here were included, that country would still be well behind.

Contributing to the erosion was a decline of more than five points to 27% in its share of passenger car sales. Nevertheless, Germany remained the top supplier of cars and held second place in most other automotive products.

More than doubling its share of the market between 1962 and 1967 to 10.8%, Japan made the biggest gain among the major suppliers. Its position was bettered in nearly all commodities, especially ships and cars.

The United Kingdom's share slid to 12%, a drop of about one-fourth. Its exporters, however, made solid gains in sales of aircraft and trucks. They appreciably narrowed the second place lead enjoyed by German truck exporters and replaced France as the number two exporter of aircraft.

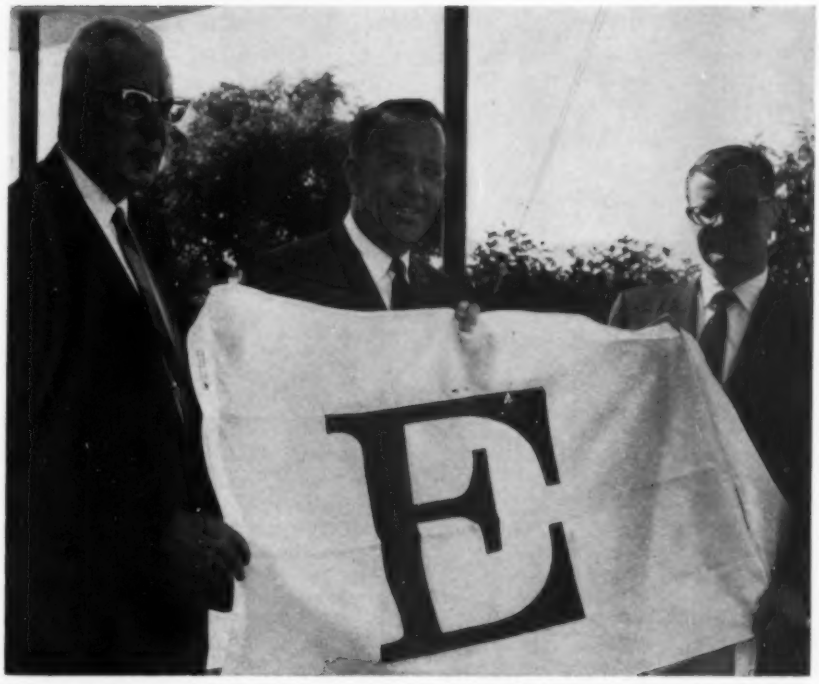
France and Italy also declined in importance as suppliers of transport equipment, but the slippages were small. France held 8.6% of the market and Italy, 5.3%, in 1967. Both performed best in deliveries of passenger cars, although their market shares fell.

Northeastern U. sponsors world marketing seminar

Problems and opportunities facing American business and industry will be considered at the first of an annual series of International Marketing Seminars conducted by Northeastern University, Boston.

This year's seminar, scheduled for June 25-27 at the Pleasant Valley Country Club in Sutton, Mass., will be on the topic Trends and Developments in International Physical Distribution.

Representatives of companies engaged in all forms of international transportation will address the seminar. One of the major speakers will be Dr. Paul W. Cherington, Assistant Secretary of Transportation for Policy and International Affairs, and former faculty member at the Harvard Business School.



AT THE OFFICIAL FLAG RAISING CEREMONY for Western Marine Electronics of Seattle are, left to right, William H. Flood, Seattle Field Office director, Department of Commerce, Senator Henry M. Jackson of Washington, and Bruce H. Blakey, company president. Western produces sonar equipment.

Two Seattle companies earn 'E's for increasing exports of wood stains, sonar devices for ships

Olympic Stain Co. and Western Marine Electronics Co. made use of trade shows, multilingual advertising

Two Seattle firms have received Presidential "E" awards for their export expansion activities, becoming the 21st and 22nd companies to receive this recognition in Washington.

Olympic Stain Co., a division of Comerco, Inc., has quadrupled sales of its wood stains and staining equipment since 1965. Olympic used extensive foreign language advertising, participation in trade and home shows, and appropriate packaging to achieve this. Western Marine Electronics Co. (Wesmar) has increased exports of its sonar marine detection equipment through trade show participation, direct mail and other advertising, and adapting its product to foreign markets.

Olympic entered exporting in 1963. With assistance from the Department of Commerce Field Office in Seattle, Olympic obtained lists of importers in various countries. Company staff also questioned foreign buyers visiting the United States that might be interested in Olympic's products. The firm then followed up all these leads.

Olympic distributors

Olympic now has distributors in Canada, West Germany, Switzerland, the Netherlands, Austria, Belgium, Luxembourg, and France, and is exploring possibilities in several other countries.

Among the adjustments that Olympic has made to render its products more

HOISTING THE "E" FLAG over the Olympic Stain Co., Seattle, are John N. Anderson, president, and Paul R. Porter, director of the Export Strategy Staff, of the Department of Commerce's Bureau of International Commerce, at right. With 60 employees, Olympic manufactures wood stains.

salable internationally are packaging the stains in imperial quarts and gallons for the Canadian markets, and also printing labels in French and German.

Olympic grants its foreign distributors liberal advertising allowances to encourage local advertising and point-of-sale displays.

The company urges its distributors to participate in trade shows and home shows. They have responded by exhibiting at a national paint dealers' show in Toronto and a national lumberman's show in West Germany. Olympic entered two fairs in Japan to explore the market potential.

Olympic brings some distributors to the home office in Seattle for planning and exchange of marketing ideas. Top sales executives visit distributors regularly to offer advice in dealing with special sales problems.

A prestaining machine developed by Olympic has been sold to Canada and West Germany. Olympic sent mechanics along to make sure the machines operated properly and to train the operators.

Instrumental in popularizing the natural wood look in architecture, both residential and commercial, Olympic manufactures stains for finishing woods and other building materials in almost 100 shades of solid-color and semi-transparent stains.

In late 1965 Wesmar began producing modern detection equipment for fishing and other vessels formerly supplied by large, established companies in England, West Germany, and Norway.

In its search for distributors, the company was aided by the Commerce Department's Seattle Field Office. A mailing was sent to a list of potential marine electronics distributors in all countries with seacoasts.

The firm's advertising and promotion department initiates news releases, advertisements, brochures, and trade show publicity. A monthly newsletter, *Seascope*, is sent to all Wesmar distributors.

Wesmar furnished information with each piece of its equipment, including detailed operating, training and maintenance manuals and an abbreviated operating instruction card which is encased in plastic for use in a wheelhouse or elsewhere on a ship.

Exhibition participation

Wesmar has participated in the Oceanographic Fair at the U.S. Trade Center in Frankfurt in 1966, and displays equipment annually in three Nova Scotia fairs: the U.S. Commercial Fish Exposition, the Nova Scotia Fish Exhibition, and the Fishermen's Reunion.

Wesmar executives travel frequently to see how the equipment is working and to answer questions of distributors and customers. Wesmar's distributor network now covers 22 countries. The firm has a branch office in Dartmouth, Nova Scotia, to serve the Maritime Provinces of Canada.

Wesmar uses air shipment almost exclusively, to speed distribution. The firm justifies this expense by the relatively high price of the equipment and the general urgency for delivery once a purchase decision is made.

To assist the non-English speaking machine operator, Wesmar has designed all equipment to accommodate a quickly exchangeable control designation panel. A panel in the language of the purchaser is added to the unit before shipment.

Westmar's goal to develop a better product than supplied by foreign manufacturers led to the Level Monitor, a device for measuring and controlling products such as cement, plastics, grains, ores, liquids and feeds in silos, bins and tanks. This offshoot of their sonar research is now exported to ten countries and is also marketed domestically.

ARRIVING AT PRAGUE AIRPORT, SAMA mission is met by Kenneth Skoug (l.), Commercial Officer, U.S. Embassy. Mission members (next) are: Director James French, SAMA staff; Stanley Dosik, American Instrument Co., Silver Spring, Md.; Vicente Scippa, Curtin Scientific Co., Houston; Leslie Thomas, Infotronics Corp., Houston; John Rhodes, Perkin-Elmer Corp., Norwalk, Conn.; Robert DeLuca, Instrumentation Laboratory, Inc., Lexington, Mass.; Gino Caroti, Perkin-Elmer Corp. (Milan). Robert Preston, Ohaus Scale Corp., Union, N.J., and Hardy Trolander, Yellow Springs Instrument Co., Yellow Springs, O., not shown.

Scientific apparatus makers, suppliers report on markets in four East European countries

Industry association mission back from Yugoslavia, Romania, Poland, Czechoslovakia finds interest in high-quality goods

Measurement equipment of increasingly greater precision, accuracy, and ease of use will continue to be in demand in Eastern Europe in the near future, according to U.S. industry representatives recently back from Yugoslavia, Romania, Poland and Czechoslovakia.

The Scientific Apparatus Makers Association (SAMA) in April sent a trade mission to assess the market potential for high-quality scientific apparatus in Belgrade, Zagreb, Bucharest, Warsaw, and Prague. The delegation—organized as a complementary, informed team ready to discuss complex technical problems—consisted of seven instrument and laboratory equipment makers and suppliers, principally oriented toward the analytical and chemical instrumentation market.

The group was well received and found brisk interest in U.S. equipment throughout the 20-day tour. The business executives visited factories, institutes, and enterprises, and talked with trade officials in each country. Several on-the-spot sales were reported along with prospects for solidifying additional business ties.

Overall view

Foremost among the mission's observations were these:

► The Eastern European countries are not untapped as a market. Both Western Europe and Japan are selling actively in these countries, and they are trading on a bilateral basis.

► Eastern Europe, as a market, represents a challenge to the American way of doing business, and firms that decide to consider the area as a worthwhile sales target will have to invest considerable effort there.

► A number of instrument companies from the United States have invested extensively in personnel training and service facilities in the vicinity of Eastern Europe and it is anticipated that these firms will continue this course of action.

► In Eastern European countries, contracts for sales generally are not signed until hard currency is available. Although credit is often mentioned as a leading problem, full payment apparently is available when given items are of sufficiently high priority.

► Scientific activities appear to be in a growth cycle in all four countries visited.

Excerpts from reports on the mission to the Department of Commerce are presented below, by country:

YUGOSLAVIA

Under its current developmental surge, Yugoslavia is emphasizing a decentralization of management from the federal level to the republican level (the country is comprised of six republics). Virtually all business organizations are operated on a monopolistic basis with a state charter. Yugoslav industry is looking to non-socialist countries for many of its imports and is striving to export more of its goods in order to maintain the balance of currency payments necessary for this type of trade. It is striving for convertibility of the dinar.

Scientific activity is organized into an institute structure. The institutes generally are related to universities or industrial enterprises. Funding may come from the federal government, the republic government, or from the enterprises. The Federal Council for the Coordination of Scientific Activities, a body of the executive branch of the government, is charged with allocating federal scientific funds.

The university system is well dispersed throughout the country. There are seven universities comprised of 96 faculties with branches in 21 cities and towns. Some 500 institutes are chartered for research and development in science and technology, but many are small organizations for which import funds are rarely allocated. Perhaps only two dozen or so of the leading ones are actually given money with which to purchase equipment from the west.

The total research and development budget for the most recent past year is about $90 million. The federal government provides about 20% directly; the republic governments together provide 20% and the industrial enterprises,

60%. The high percentage of funding from industry shows that the emphasis is on applied technology.

Trading companies

An important factor in importation of scientific equipment into Yugoslavia is the trading company, a cross between the export-import houses of Western Europe and the state-owned enterprises in the other socialist countries. These enterprises are permitted to act as agents, directly representing foreign firms in Yugoslavia. Although several do compete with each other in product lines, they generally require exclusive agent arrangements with foreign companies and will not accept any account which is competitive with an existing one.

Almost all of their foreign accounts are West European and Japanese manufacturers. Representatives of the principal Yugoslav importers of scientific apparatus openly stated that they wished U.S. firms would pay more attention to Yugoslavia. The trading enterprises which deal in scientific equipment are Yugolaboratoria, Yugolek, Yugohemia, and Fabeg, the latter dealing particularly in hospital supplies and drugs.

There is a fledgling instrument industry in Yugoslavia; however, it is intended to serve the basic and routine needs of domestic users and to provide supplemental employment within diversified enterprises. Perhaps the largest and best known is the firm of Iskra-Kranj in Slovenia. Its product line includes calorimeters, oscilloscopes, potentiometers, voltmeters and other electrical laboratory equipment.

Of about the same size are Sutjeska in Belgrade which produces centrifuges and laboratory washers; Instrumentaria in Zagreb which produces laboratory ovens and medical sterilizers, and Tehtnica in Slovenia which makes laboratory scales.

The interest of Yugoslav businessmen in dealing with Americans is limited only by business problems—revolving principally around problems of credit, sales and service follow-up, and availability of spare parts. Most of the experience of the people the mission met was with English, German and French instruments, and while they are acquainted with U.S. equipment through literature or brief exposure, they have yet to become fully acquainted with American products.

Future possibilities for doing business in Yugoslavia are excellent for American businessmen. The government has erected no specific barriers to imports from the United States as such. Allocation of import funds to specific industries and research activities will no doubt vary from year to year, but there is great assurance that Yugoslavia will continue to need more scientific instruments and laboratory apparatus as their economy and standard of living expand.

Factors most important to U.S. firms that wish to export to Yugoslavia, particularly in this field, are the necessities for sales and service follow-up including the stocking of spare parts in Europe. Liberal considerations also must be given to training of the technicians who will use their equipment.

IN BELGRADE, mission visited Jaroslav Cerni (Water Resources) Institute. L. to r.: Emelija Todorovic of the Institute; mission member DeLuca, U.S. Embassy Commercial Assistant Jelica Popovic, member Scippa.

ROMANIA

In Romania, the situation is considerably different from that in Yugoslavia. There is no decentralization whatsoever in Romania; all planning and operations are accomplished at the central level. Again the basic problem facing enterprises which wish to import U.S. scientific apparatus is the paucity of convertible currency.

Scientific activity is again organized on the institute basis. Institutes are either affiliated with the Romanian academy of sciences which is a federal institution or are attached to an individual industrial ministry. All basic research is coordinated and funded by the National Council for Scientific Research. This organization also has considerable influence on the selection of sources for imported equipment.

The economic officers at the U.S. Embassy in Bucharest had made prior arrangements with both the Romanian Chamber of Commerce and the Ministry of Foreign Trade to assist in coordination of the activities of the mission.

No competition

In Romania, there is no competition among enterprises for markets or products; accordingly, only one trading company was concerned with scientific instruments. Two others, in slightly different fields, requested meetings with the mission when they arrived. These firms are Technoimport, Electronum, and Masinimport, respectively. The former is highly organized into specialty departments for laboratory equipment and optical goods, material testing equipment, electric and electronic instruments, industrial measuring instruments, and medical instruments.

There is essentially no production of scientific instruments in Romania, although some design of prototypes is performed within research institutes for their own needs.

Virtually all of the visits by the mission members in Romania were to industrial installations, although a limited number of appointments were made to clinical laboratories. Because Romania is still emphasizing heavy industry development, the potential for exports of scientific equipment is to the industrial market. As for the reception given the mission by Romanian officials, it was most warm and cordial; however, underneath there was also the feeling that the United States is not officially as trade-minded toward Romania as it says it would like to be. It is a singular point with Romanian foreign trade officials that the United States should grant Romania the most-favored-nation status.

There is extensive interest in the ap-

plication of modern technology in Romania; Romanians want the newest techniques but they can obtain them only through cooperative ventures.

The state trading companies are probably more powerful in Romania than in any of the other Eastern European countries. As yet end-users have little opportunity to specify sources of supply.

POLAND

Poland has a highly developed and broadly based scientific industry. All industrial and institute activity is state administered and centrally controlled. The total national budget for scientific research and development is nominally $500 million.

The country has traditionally looked to Western Europe as its main supplier of sophisticated instrumentation, automatic control equipment and new industrial processes. Buyers in state trading companies have long felt that supply lines to America were too long, have assumed that U.S. prices were too high and thought that the market was simply too large to be comprehensible. A key factor in decisions about the types of equipment Poland buys in the West is the availability of service and here again distance has greatly influenced Polish attitudes.

Mission members in Warsaw found renewed interest on the part of Polish scientific institutes and industrial enterprises in tapping the U.S. market for technologically advanced products which can contribute to Poland's scientific and industrial development.

Mission members were told quite frankly by representatives of the Polish Chamber of Foreign Trade and others that Poland looks for suppliers first in its domestic market, then among the other countries of Eastern Europe and last of all in the hard currency area. The operative phrase is "hard currency". Poland has little trouble balancing its trading accounts with the other communist countries but until industrial exports to the West increase considerably, each hard currency purchase has to be carefully evaluated. Nevertheless, the Mission found a large and as yet undeveloped market because they offered products which either are not available from suppliers in Eastern Europe and the USSR or are significantly superior to similar items made there.

The leading trading companies in scientific equipment are Metronex, which specializes in measuring devices; Varimex, medical and optical equipment; and Electrim, heavy electrical equipment and computers.

The mission had group and individual appointments with representatives of trading companies, scientific and industrial research institutes, engineering societies, technical universities, and the Association of the Automatic and Measuring Equipment Industry (MERA). Mission members were impressed on the one hand by the high technical qualifications of the engineers and scientists with whom they met and on the other by their lack of access to information about American equipment and its applications in research and in industrial processes.

ABOUT 75 INSTITUTES AND ENTERPRISES were visited by the Scientific Instruments Mission in Eastern Europe last month. Above, members (l. to r.) Thomas and Rhodes talk with potential customers in Zagreb.

A Mission member who visited a MERA factory manufacturing electrical measuring equipment was sufficiently impressed to consider offering to enter into a cooperative agreement under which MERA would manufacture his products for the European market. He said the factory was as clean and well laid out as a comparable plant in the United States.

Distance shrinks

The Mission found a growing recognition on the Polish side that the American market it not as distant as it once seemed. While the United States has a reputation for high prices, the Mission members found that this complaint was most often voiced by foreign trade officials and not by the technical specialists. Service too is not the problem it once was because so many American firms are now represented in Europe.

The mission found that foreign firms must try to promote their products at several levels:

- the state foreign trade agencies which represent specific branches of industry for both export and import;
- the industrial ministries which are especially concerned about licensing of technology and cooperative arrangements;
- the industrial branch associations which, aside from their monopolistic character, are akin to large U.S. corporations;
- individual enterprises or firms, some of which produce on a large scale and have considerable autonomy, particularly if they have important export sales;
- technical institutes which test new methods, materials and machines used in related industrial branches;

Normally, industrial associations and enterprises do not enter into contact

with foreign firms and unusual efforts may be required to contact these levels of industry to learn their needs and provide them with sales literature, catalogs and technical data.

Often, the foreign trade agencies are helpful in identifying potential end users and arranging meetings with them. In addition the American Embassy in Warsaw has greatly expanded its contacts with all levels of the Polish industrial structure. The Embassy will gladly provide U.S. exporters with lists, addresses and suggestions for reaching Polish end users and buyers.

The industrial market in Poland is for investment goods. Firms offering products which include advanced technology, particularly those which have applications in growth industries such as chemicals, petrochemicals, electronics, automation and control equipment and automated machinery will find great interest and potential in this large market.

To revisit

The SAMA mission members almost to a man indicated strong interest in revisiting Poland and becoming better acquainted with the scientific and technological needs there. The West Germans, English, French, and Japanese are already active. In any given week, there are probably no less than 25 British businessmen in Warsaw alone; there is rarely one American businessman.

To ensure the smooth entry of company employees and equipment, it is deemed particularly important to arrange for a written invitation from a Polish organization, preferably one of the state trading companies.

CZECHOSLOVAKIA

The quality of science in Czechoslovakia is at a high level. The country is also advanced in integrating the results of basic research into industry.

Virtually all basic research is developed and programmed by the Czechoslovak Academy of Science; funding and allocation is coordinated by the Federal Committee for Technology. Under the federal reorganization structure some research funding will also come from the two republics. Total spending for research and development in Czechoslovakia in 1967 was about $300 million. The academy was allotted about 1/10 of this amount for spending directly in its institutes. Other basic research is performed in the laboratories of manufacturing enterprises. As in other Eastern European countries the heaviest emphasis is on applied technology.

The leading state trading company for scientific instruments is Kovo. A parallel firm which specializes in the licensing of all products both for export and import is Polytechna. Both of these organizations serve almost entirely in an administrative capacity. For some time now they have looked to the end-users of scientific equipment as the most capable authority for specifying performance criteria and source of supply of imported equipment.

Whets interest

Nearly all laboratory managers and other technological people from age 40 on up received their initial training on German equipment because of the dominant role which Germany played during the 1930's and 1940's. Scientific literature from the United States is available in Czechoslovakia, and it has whetted their interest in U.S. instruments.

Despite its industrial development, the economy is currently not highly dynamic, and convertible currency is not generated readily. Three particular types of cooperation are sought: the buying of technical designs, including instruments, developed in Czechoslovakia; the hiring of Czech firms to do maintenance on equipment placed in their country by foreign firms; and arrangements for contract research. To date all trade between the United States and Czechoslovakia has been on a cash basis with the balance of trade more often favoring Czechoslovakia. Their trade with Western Europe is almost always based on bilateral agreements and involves some cooperative ventures.

The principal meeting between mission members and scientists were arranged through the Czechoslovak Academy of Sciences and held at the Institute of Macro-Molecular Chemistry in Prague. The meetings were attended by representatives of 20 other institutes which participate in the Czechoslovak academy.

There were two other sessions for the entire mission—one at the office of Tesla, the main electrical and electronics organization; the other at the national research institute for machine design. The latter arranged for a free interchange of ideas and literature between mission members and institute scientists. There were many requests for literature from SAMA member companies not represented on the mission.

The final meeting of the mission in Prague was at the Ministry of Health at which 9 research institutes and hospitals were represented. These talks were beneficial as introductory sessions for those mission members whose market is the light sciences.

The mission members quickly recognized the potential market in Czechoslovakia. Geographically, it is the easiest Eastern European country to reach, which makes sales and service followup relatively easier. Everyone agreed that more time must be spent in Czechoslovakia as well as in the other Eastern European countries when mission members return on an individual basis. In particular, quite a number of potential customers in Czechoslovakia are based in Brno and Bratislava. The research institute for scientific instruments is in Brno. The Czechoslovaks are openminded, likely customers in Eastern Europe of products from the United States. At present, however, they have strong trade relations with Western Europe, more out of tradition than any other reason. Considerable educational effort will have to be expended there before the market can be considered developed for U.S. products.

U.S. remains top supplier of movies to Philippines

The Philippines continues to be an important market for U.S. motion pictures; of 728 films released in theaters during 1968, 171 were Philippine productions, 208 were from the United States, and 349 were supplied by other foreign countries. In 1967 the United States released 227 films in the Philippines.

Other principal foreign suppliers of movies to the Philippines in 1968 were Italy with 128, Hong Kong with 58, England 37, Japan 34, France 30, West Germany 20, and Taiwan 19.

Production of feature films in the Philippines rose slightly in 1968, after several years of successive decline. The 171 features completed by Philippine producers in 1968 compared to 164 in 1967.

Most domestic productions continue to be low-budget films and appeal to a different audience than most of the imported films. While most movie theaters show both domestic and imported films, the large and modern first-run theaters in the capital area tend to show a higher proportion of imports. Philippine films are popular in smaller theaters in the provinces.

There are some 800 movie theaters in the Philippines with an estimated seating capacity in excess of 400,000.

EXTRA SERVICES to exhibitors and visitors alike at the Milan Trade Center are provided by the local firm of S.V.P. Italia, which will maintain a booth at each of the Trade Center exhibitions, providing commercial, technical, legal, and statistical services. Foreign visitors to the Trade Center will be able to obtain information on transportation schedules, local hotels and restaurants, and points of interest. Banca Commerciale Italiana also provides similar banking services at the Milan Trade Center shows.

Italy hi-fi, stereo show being filled early; U.S. claims 23% of $35 million market

American components known for quality, advanced design by Italians; previous Milan hi-fi, stereo show recorded $725,000 in first year sales

The expanding Italian market for high fidelity and stereophonic sound equipment and components has stimulated lively interest among American manufacturers in a Department of Commerce sponsored exhibition to be held in Milan Sept. 7-11.

Twenty-two companies have already reserved almost 90% of the space available for the all-U.S. Stereophonic Sound Equipment exhibition, which will be staged at the U.S. Trade Center by the Department's Bureau of International Commerce.

A growing number of Italians are showing interest in high-fidelity and stereo equipment, once considered beyond the reach of the average person. U.S.-made equipment has an excellent reputation for advanced design, quality, and construction.

Italian imports of high fidelity and stereophonic sound equipment currently run close to $35 million a year. About 23% of this market is shared by U.S. manufacturers.

Market research indicates that U.S. hi-fi and stereo systems in the $500 to $1000 range have the greatest sales potential in Italy at the present time.

The studies also show strong Italian demands for the latest models of tape recorders, amplifiers, tape cartridges, turntables, psychedelic lighting accessories, pickups, receivers (AM/FM), portable and car stereos and tape cartridge music systems.

The U.S. exhibition will be preceded by an intensive market development campaign designed to assure maximum attendance of qualified Italian buyers, agents, licensees and representatives.

The Commerce Department has sponsored several previous exhibitions of hi-fi and stereo equipment at its Trade Centers in Europe. Thirty-five U.S. exhibitors at the Milan Trade Center in February 1965 recorded $725,000 in first-year sales.

A new daily attendance record for Milan Trade Center shows up to that time was set during the third day of the last hi-fi and stereo show when 1,270 people visited the exhibition which was open to both trade and the public.

Thirty-two U.S. exhibitors at the London Trade Center in April 1966 rang up $1.3 million in first-year sales. Forty-three American exhibitors of hi-fi and stereo equipment at the Stockholm Trade Center in February 1968 reported first-year sales of $560,000.

Exporters interested in the September Milan Trade Center show may obtain further information from the U.S. Department of Commerce (BIC-944), Washington, D.C. 20230. Area Code 202, 967-4508, or from any of the Commerce Field Offices.

International patent, licensing show aims to expose new ideas

PATEXPO '69, described as the first international exposition devoted to acquisitions, spin-offs and licensing of technologies has been scheduled to open Oct. 9-12 in the New York Coliseum.

Organizers of the show aim to provide U.S. and other corporations the opportunity to expose their heretofore unexploited patents, new products and technology for licensing, sale, or joint venture transactions to an audience of corporate executives responsible for acquisitions, mergers, and research and development sectors of their respective companies.

The exposition is being produced and sponsored by the International New Products Center, a subsidiary of Patents International Affiliates, Ltd. The general public will be excluded from the show.

Industries from 18 countries, including England, Czechoslovakia, Germany, Japan, Italy, France, Greece, Norway, Austria, Denmark, Sweden and the Netherlands, have already arranged to display their patents. For additional information **write:** PATEXPO '69, Exposition Management, International New Products Center, 680 5th Avenue, New York, N.Y. 10019.

FILMING MODERN HIGH FREQUENCY AND TEST EQUIPMENT, a team of German television photographers above left, capture some of the U.S. exhibitors' displays for a regional Frankfurt program. Above right, clients gather near the Bell & Howell Co. booth to view a demonstration of modern devices.

New equipment aids sales totals at show of test instruments

A U.S. firm participating in its first Frankfurt Trade Center Show took top sales honors with 12 month sales projections of $120,000 in the High Frequency and Microwave Measuring and Test Equipment Show.

Cushman Electronics, Inc., Sunnyvale, Calif., exhibiting communications test equipment, in addition to this high sales total, is also reviewing five candidates for foreign distributorships.

Thirty-five U.S. manufacturers represented by 21 exhibitors displayed precision instruments and measuring devices at the May 19-23 show. Floor orders total $106,225 during the show, and projections for the coming year are set at $1 million.

A boost to sales figures was the large amount of equipment being shown in the German market for the first time.

A two-day technical symposium bringing together German experts in areas covered by the show's theme accompanied the exhibition. Representatives of participating firms also contributed to the sessions with discussions on their problems.

Despite the limited use of these types of instruments and equipment in the German industrial field, most use is found in government in such areas as telephone communications and by the military; further applications are also found in research. And, despite the show's conflict with German holidays, 379 registered trade visitors came to the show.

Marketing objectives expressed by 21 of the represented firms were considered fully completed due to the show.

SWEEP GENERATORS AND COMPONENTS exhibited by Texscan Corp., Indianapolis, above, interest prospective buyers at the Frankfurt Trade Center show. An official of Systron-Donner Corp., Concord, Calif., below, demonstrates his company's product of frequency counters and plug-ins during the show.

Automotive diagnostic service equipment will be displayed for Japanese buyers

Mandatory vehicle inspection, 30% increase in number of registered vehicles boost U.S. sales prospects to largest overseas customer

A recent surge in motor vehicle ownership plus one of the world's strictest auto inspection systems make Japan a prime market for U.S. manufacturers of automotive diagnostic and service equipment.

To help U.S. companies take advantage of sales opportunities in Japan, the Department of Commerce has scheduled an exhibition of automotive diagnostic and service equipment in the U.S. Trade Center at Tokyo, Sept. 29-Oct. 4. The exhibition will be staged by the Department's Bureau of International Commerce.

Japan now ranks second to the United States in world production of motor vehicles; 13 million four-wheel vehicles were registered there in 1968, an increase of 30% over the previous year.

Private automobiles must undergo thorough inspections twice a year. Commercial vehicles are checked monthly and quarterly, with comprehensive inspections occurring yearly.

Currently, the country has 2,000 private repair stations authorized to make these inspections. The government's Ministry of Transportation expects the number to reach 9,600 by 1974. Altogether, there are currently more than 40,000 automotive service facilities in Japan.

Commerce market research indicates the following types of automotive diagnostic and service equipment are among those with the best sales potential in Japan: chassis and engine dynamometers; tuneup testers; engine scopes; engine and motor analyzers; exhaust gas analyzers; optical universal aligners; wheel balancers, wheel aligners; sideslip testers; hydraulic and truck presses; compact compressors; brake testers; LPG steam cleaners; and car-washing equipment.

The rapid growth of automobile use in Japan represents one facet of that country's economic boom. Japan's real gross national product increased 13.3% to $120 billion in the fiscal year ending Mar. 31, 1968, and a further rise of 12.6% is anticipated for the fiscal year ending Mar. 31, 1969.

Japan is the largest overseas customer for U.S. goods. American sales to the Asian nation increased 9.7% in 1968 to $2.9 billion.

The U.S. exhibition at Tokyo will be preceded by a Department market development campaign designed to insure maximum attendance of prospective Japanese buyers, importers, representatives and licensees.

Past Commerce Department shows have revealed strong overseas demand for U.S. automotive diagnostic and service equipment. Thirty-eight American firms recorded sales of $1.1 million in the year following a May 1967 exhibition in the Tokyo Trade Center. Twenty-two U.S. exhibitors at the London Trade Center in October 1968 rang up more than $200,000 in off-the-floor sales and predicted another $1.5 million in first-year orders.

U.S. manufacturers of automotive diagnostic and service equipment who are interested in the Commerce Department exhibition at Tokyo Sept. 29-Oct. 4 may obtain further information from the U.S. Department of Commerce (BIC 936), Washington, D.C. 20230, Area Code 202, 967-4511, or from any of the Department's Field Offices.

MORE THAN 13 MILLION REGISTERED FOUR-WHEEL VEHICLES make Japan a good market for the products of U.S. firms that will exhibit in the September Automotive Diagnostic and Service Equipment Show at the Tokyo Trade Center. A scene from the last such exhibition, below, shows representatives of Acheson Colloids Co., Port Huron, Mich., discussing business with new clients. Show sales topped $1 million.

Padua will host TRA-MAG

TRA-MAG, the seventh International Show of Materials Handling and Storage Equipment is planned for Padua, Italy, from Oct. 9-13.

The last TRA-MAG was held in October 1968 when 217 manufacturers from 17 nations participated. Approximately 10,000 visitors from 23 countries viewed the displays.

Write: Fairs and Exhibitions Ltd., 14 New Burlington St., London W.1, England.

New dates in Sao Paulo

The dates for the Latin American Congress on Food and Economic Development and the First International Food Fair in Sao Paulo, Brazil, announced in the June 9 issue of INTERNATIONAL COMMERCE as Nov. 8-16, have been changed to Nov. 22-Dec. 7.

Tokyo show is cancelled

A U.S. Chemical Processing Equipment Exhibition organized by the U.S. Department of Commerce as a part of the Chemical Plant Engineering and Measuring Show in Tokyo, Sept. 16-21, has been cancelled.

Worldwide Business Outlook pages 18-24

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: The Central Bank of **Chile** announced on May 28 new trade and exchange liberalization measures calling for substantial reductions in prior import deposits, changes in the prior deposit system, changes in foreign exchange operations of commercial banks, increases in foreign exchange allocations for Chilean travelers, and a small reduction in the waiting period for the delivery of foreign exchange for remittances abroad. Details will be published when received. . . . Largely as a result of the U.S. shipping strikes, **French** imports from the United States in the first quarter of $297 million were 13% below the first quarter of 1968. Total French imports climbed to $4,186 million, up 22%. The U.S. share of total French imports dropped to 7.1% from 9.2% in the first quarter of 1968. . . . The Standard Electrik-Lorenz A. G. (SEL), of Stuttgart, **Germany,** a subsidiary of the International Telephone and Telegraph Corp., received an order from NATO headquarters for the establishment of a satellite transmission network. The order, which has a total value of $25 million, includes 12 ground stations in 12 different countries which are members of NATO. SEL is to cooperate with several other firms, including the General Electric Co., Ltd., of London, Brown, Boveri & Cie, of Mannheim, Rohde & Schwarz, of Munich. Also, Lufthansa, the **German** National Airlines, is to start construction of a new freight transshipment building at New York's Kennedy Airport. The building is estimated to involve investments of about $7.3 million. . . . In the first four months of the year, **Spain's** imports rose nearly 11% to $1,285 million; the United States' share fell to $183 million, accounting for 14.3% of the total ($225 million and 19.4% in 1968). During the same period, Spain's exports rose 23.6% to $639 million; of this total, $85.9 million were shipped to the United States, accounting for 13.5% of the total ($86.1 million and 16.7% in 1968).

Ethiopia gains are modest

Goods with high technological input continue to have best U.S. sales chance

By JOHN P. WENTWORTH
Commercial Attache, U.S. Embassy, Addis Ababa

The Ethiopian economy is growing at a modest 4-4.5% rate annually on a $60 per capita income base, and is being steadily modernized. All-weather highways and feeder roads push into hitherto isolated interior areas. New electric power generating capacity will come on-stream early next year. Local products find their way to the national and international markets more easily, and Ethiopian manufactures and imported goods find more customers in the interior.

These changes will occur slowly, however. The terrain through which the roads must pass is difficult. The next hydroelectric plant is not scheduled for completion until 1973. The local funds for development are limited, and government revenues and public savings for investment are not likely to expand very fast.

The countryside, in which over 90% of the people live, is poor and contributes only 10% of the revenues. Thousands of persons pour out of the impoverished highland areas searching for seasonal farm work hundreds of miles away or seeking their fortune in the capital, Addis Ababa.

In this market situation, price is still the dominant factor. The American exporter will find his main competition coming from Italian, Japanese, and West German suppliers. The Italians have been making a determined effort in the past year to improve upon their already dominant market position, including a solo industrial products exhibition, a new $5 million line of bank credit tied to purchases of Italian capital goods, extension of Italian banking services within Ethiopia, and a $1.2 million Banco di Roma purchase of Imperial Ethiopian Government treasury bills.

The United States improved its market share in 1968, thanks largely to the sale of two jet aircraft to the national airline, and has extended an $8 million line of credit to the Ethiopian Investment Corp. for sub-loans to establish various light industries.

Most promising for U.S.

The greatest promise for sales of American goods in the Ethiopian market in the near term continues to be concentrated in those lines that have a high technological input, such as machinery, medical and scientific instruments. American exporters should take heed, however, that Ethiopian buyers are now showing more willingness to pay a premium for goods of proven superior quality.

In common with many developing countries, Ethiopia has a continuing need for imported goods and services to support her development effort. At the same time, rising standards of living and a growing degree of sophistication create an increasing demand for imported consumer goods.

Prices for Ethiopian coffee have been falling over the past few years, and the prospects for a significant increase in earnings from other export products do not seem good in the short run; although promising long-range projects are being begun. As a result, Ethiopia can look forward to a trade deficit over the foreseeable future which in some years may not be offset by earnings from services and capital inflows.

The Ethiopian Government has already taken measures to discourage imports including a 25% prior-deposit requirement and a limitation on travelers' expense accounts. If more stringent import controls become necessary, they can probably be expected to discriminate against luxury consumer items.

Both Government and private investors are showing increasing interest in developing Ethiopia's vast untapped potential for production of crops, livestock, and poultry. Increasing emphasis on agriculture will create sales opportunities for tractors and other agricultural machinery. A need will also develop, albeit more slowly, for related products, including farm product processing equipment, insecticides, and fertilizers.

The World Bank (IBRD) has agreed to finance construction of a major hydroelectric installation on the Finchaa River,

a tributary of the Blue Nile. In addition to the machinery and services needed for the actual construction of the dam and generating plant, this project will create the need for electrical distribution and control equipment. Inquiries should be directed to the General Manager, Ethiopian Electric Light and Power Authority (EELPA), P.O. Box 1233, Addis Ababa. Harza Engineering Co. of Chicago has made the initial engineering studies for this project, and can supply some of the specification documents.

The Imperial Board of Telecommunications of Ethiopia (IBTE), P.O. Box 1047, Addis Ababa, has submitted a loan application to the World Bank for a loan to expand and modernize Ethiopia's telecommunications network. Since a large proportion of the planned installations will be in relatively remote areas, and since Ethiopia suffers from a shortage of trained personnel, preference will be given to maintenance-free equipment that can be operated by people with a minimum of training. Inquiries and technical literature should be sent to the Technical Director of the IBTE.

A systematic minerals survey of two areas of Ethiopia is being carried out by the United Nations Development Program. Exploration rights in other areas have been granted to a number of companies searching for both metallic and non-metallic minerals. Although it is not possible yet to estimate the equipment requirements these surveys will create, it is not too early for vendors to submit product literature for consideration. Material should be sent to the Minister of Mines, P.O. Box 486, Addis Ababa.

The steady appearance of new businesses and the persisting shortage of trained office workers will create a continuing need for calculators and other equipment for simplifying office procedures. Here the exporter's sales approach should not be made in terms of payroll savings; rather, emphasis should be placed on elimination of errors, and the ability of properly chosen equipment to make more efficient use of skills which are in short supply.

Efficient usage of scarce trained manpower is also an essential prerequisite. Teaching aids will help upgrade Ethiopia's educational system. Technical and sales literature should be sent to the Minister of Education, P.O. Box 1637, Addis Ababa.

More and more urban consumers are coming to appreciate the durability and style of American-made clothing, particularly high quality men's outerwear and work clothing, and American household linens.

State remains top importer

The Ethiopian Government will continue, in spite of budgetary squeezes, to be the country's largest single importer. Moreover, its needs will be strongly concentrated in those sectors in which American goods have a real advantage in terms of quality relative to price over competing items produced in other countries. Government imports are generally made on the basis of international tender, by agencies such as the Ministries of Defence and Education, the Highway and Electric Power Authorities, the Telecommunications Board, and the Central Medical Stores. To compete realistically for these tenders, an agent on the spot is virtually indispensable, for two reasons.

First, an alert local agent is often necessary to provide timely notification of coming tender opportunities. Invitations to bid may not be made public until as late as a month before the tender expiration date. Such short notice hardly gives an American vendor enough time to prepare a serious bid. A local agent can often let his principal know informally of opportunities to bid long before the invitations are actually published.

Possibly even more important, an effective agent can sometimes keep his principal from being excluded by unrealistic specification. By keeping the procuring agency informed of recent developments in equipment design and application, the agent can make sure that the specifications do not inadvertently bar the use of the latest designs used by American manufacturers.

Ethiopia has the reputation of being a price-conscious market, to the disadvantage of American exporters. Experience has shown that this price-oriented bias can be overcome, but only by the exercise of imaginative sales techniques.

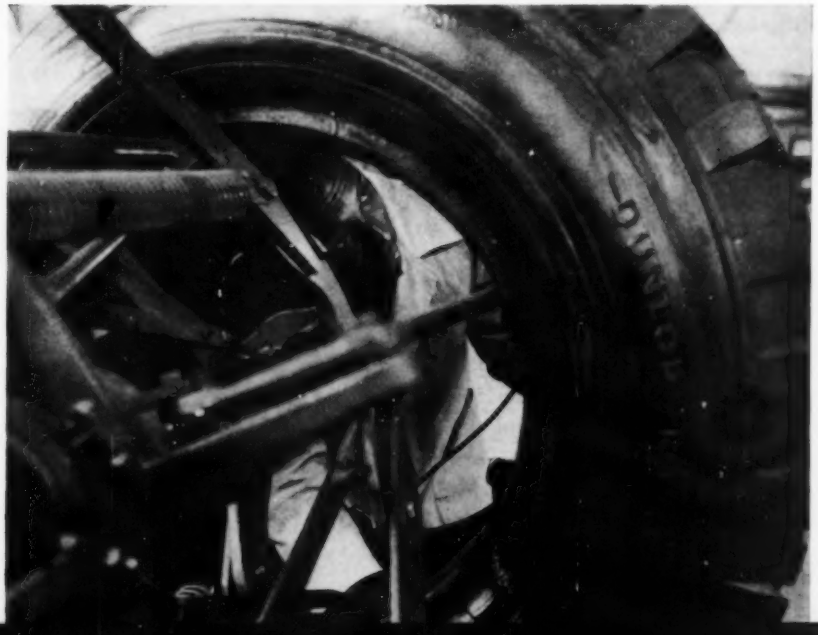
Faced with the choice of two similarly appearing articles, and with no reliable information about their relative quality, the Ethiopian shopper will choose the one with the lower price tag.

Government purchasing agencies, and to a lesser extent the Ethiopian public, are beginning to realize that this practice costs them money in the long run. They are starting to show a willingness to pay a premium price for superior quality, if they can be sure that the superior quality is a matter of actual fact.

However, it is up to the exporter, through his sales agent in Ethiopia, to make the buyer aware of the advantages of his product and he should not oblige the agent to skimp on his efforts to demonstrate and advertise the product. Even in the case of equipment and material sold to specification, the exporter should make clear the strong points of his product, in terms that are easily understood by the user, such as long life, maintenance-free operation, standardized output, ease of repair.

The local agent for an American tractor manufacturer, for example, his built a small classroom on his premises, with the latest audio-visual aids, to instruct customers and customer employees in the use and care of tractors and other farm equipment. The agent exhibits at the newly-started provincial fairs and has four Ethiopian employees touring the countryside to stir up interest in mechanized farming generally, and in his American products in particular.

SHORTAGE OF TRAINED PERSONNEL is impeding Ethiopian growth, and maintenance-free equipment that can be operated by people with little training is preferred. Below, worker in private tire plant.



Jamaica growth uneven

Agriculture lags due to drought, but other areas of economy make strong advances

The Jamaican economy is characterized by uneven development and, consequently, a substantial reduction in the possible overall growth rate. The weakest area has been agriculture where, partly as a result of a prolonged drought, production of nearly all major crops has deteriorated, according to the annual Economic Trends Report from the U.S. Embassy in Kingston.

Compensating for the woes of agriculture in 1968 were satisfactory to excellent performances in tourism, mining, construction, and manufacturing. Partly as a result of the 14% devaluation, Jamaica's 1968 exports, stated in dollars, showed a 4.4% decline to $219 million while her imports rose 8.2% to $383 million, leaving a trade deficit of $164 million, 31% above 1967's. In spite of devaluation (which boosted by 16% the cost of U.S. goods to Jamaica) and nonpreferential tariff treatment running 10%-15% higher, U.S. exporters managed to maintain the same 38.6% share of the local import market which they enjoyed in 1967.

Imports gained heavily

Large increases in imports were registered in machinery and transport equipment, manufactured goods, food and chemicals. Of total imports, 19% were raw materials other than fuel, 18% machinery and equipment (other than transport equipment), 17% durable consumer goods, 16% food, and 11% construction material. Major Jamaican exports in 1968 consisted of alumina (28% of total export value), bauxite (20%), sugar (19%), bananas (8%), and manufactured goods (9%).

Despite her large trade deficit and an overall current account deficit of $102 million, Jamaica recorded a balance of payments surplus of $33.8 million, due largely to net capital inflows of $136 million and net tourist revenue of some $76 million.

On Aug. 1, 1968 Jamaica joined other Caribbean members of the Commonwealth (Trinidad and Tobago, Guyana, Barbados, and the Leeward and Windward Islands) in CARIFTA, the Caribbean Free Trade Association. Member countries offer duty free entry for most of each other's exports, providing 50% of the export value was added to the product within the CARIFTA area. Since Jamaica's trade with the CARIFTA area had never reached even $10 million or 3% of her total trade, CARIFTA membership is not expected to result in major changes in the immediate future. Principal Jamaican exports to the CARIFTA area have been toothpaste, cement, paint and lubricating oils, while imports have been largely confined to Guyanese rice and Trinidadian fertilizer.

Membership in the OAS and the proposed Caribbean Development Bank remains a distinct possibility. Formation of the latter may determine whether CARIFTA is to survive as now constituted or whether the smaller members will pull out as they threaten to do.

Various incentives, including local tax holidays of 10-15 years and import quota protection against competitive products, have resulted in the establishment of a significant and growing manufacturing sector which is the largest contributor (15.1%) to GDP. The relatively low Jamaican wages and the industrial incentives are at least partially offset by union rivalry, a shortage of middle management and skilled labor, and an unsatisfactory level of productivity. The entire incentive program is, itself, under some criticism and may be curtailed.

In addition to the bauxite companies, a number of American firms have established operations in Jamaica, among them Pillsbury, Esso, Goodyear, General Cigar, Colgate, IBM, ITT, Johnson & Johnson, and Sterling Drug. Two American companies, a boot manufacturer and a tobacco sorting plant, recently left Jamaica, largely as a result of labor difficulties.

Dominant trade partners

The United States, Canada and the United Kingdom continue to dominate the foreign trade picture for the island. The three together accounted for 68.5% of Jamaica's imports (U.S. 38.6%, U.K. 20.4, Canada 9.5) and 73.5% of her exports (U.S. 35.0%, U.K. 23.2, Canada 15.3). U.S. sales to Jamaica in 1968 totaled $148 million; imports from the island amounted to $85 million.

Close to half of manufactured output is food-related, sugar being the most important. Other key manufactured items are metal products, clothing, cement, and leather products.

Local industry in 1968 was troubled by three months of frequent electric power cuts and by numerous strikes, but most firms reported a good to very good year.

The investment climate in manufacturing, both for the domestic market and for export, is mixed, the greatest advantages being low wages, protection, and tax breaks, the major disadvantage a dearth of trained personnel at all levels.

For U.S. traders and investors Jamaica is a mixed assortment of problems and possibilities. Of the former, American businessmen are showing increasing concern over labor shortages, union difficulties, and, since the October riots, what they believe to be political unrest. But there are profitable opportunities in Jamaica, whether occasioned by the rising level of imports or by low wage rates, quota protection, and high domestic demand for goods.

Despite the riots and disturbing level of crime, Jamaica's local elections held in March once again confirmed the existence of a strong two-party democracy and a generally stable political climate. The government is still highly receptive to foreign investment though increasing government involvement in, and control over, the private sector can be expected.

Labor—the key issue

Above all else, labor warrants the closest examination by firms considering operations in Jamaica. The well-trained are scarce at all levels and the shortage in business, government, and agriculture places increasingly severe restrictions on the ability of the economy to expand smoothly. The two major unions cover all types of workers, and rivalry for representation is keen, often resulting in work stoppages and occasionally in violence.

With each of the two political parties (the Jamaica Labour Party, now in power, and the Opposition People's National Party) being labor-based, union strength will continue to have a major impact on economic conditions in Jamaica.

The post-devaluation repercussions have now been largely spent, and the U.S. market share should increase to something over 40% for 1969. As a result of Jamaica's membership in CARIFTA, certain raw materials, regardless of origin, are given duty-free entry, an arrangement which eliminates some of the preferential tariff advantages accorded Commonwealth countries. At the same time CARIFTA membership may result in increased purchases of commodities such as rice from CARIFTA countries, at the expense of U.S. suppliers. Demand should be strong for U.S. supplies of machinery, construction materials, hotel equipment, foodstuffs, and a variety of other manufactured goods.

Given Jamaica's healthy balance of payments situation and the prospect of continued high foreign investment and tourist growth, foreign exchange control policy should remain liberal through 1969. The recent increase in the prime rate to 8% plus existing regulations which prohibit foreign firms from borrowing locally in excess of 50% of invested capital should force U.S. companies to seek more outside financing for investments in Jamaica.

Estimates of 1968 gross domestic product show an increase over 1967 of slightly more than 9% but, with at least a 6% rise in prices, 1968 demonstrated only moderate improvement over 1967, when the economy first showed that the high 6% growth rates (in constant prices) of 1963-1966 would be difficult to maintain.

Given a combination of electric power cuts, labor disorders, and brief, but disruptive, rioting in Kingston, touched off by a student demonstration, the outstanding aspect of 1968's performance may well have been the ability of the economy to more than break even. With a burgeoning tourist industry (up 19% in 1968) and enormous investment in new alumina facilities ($450 million either recently completed or under construction), Jamaica is blessed with a large measure of built-in economic strength. She also faces two major problems: one, how to reverse the trend in agriculture; the other, where to find the needed skills just to operate, much less continue to expand, her relatively sophisticated economy.

The outlook for 1969-70 depends in large part on the government's ability to eliminate the disruptions which occurred in 1968. With a minimum of labor strikes, electric power shortages, and other disruptions, tourism and mining should show their best performances yet, and construction activity should accordingly hit new highs. The demand for goods and services is exceptionally strong, indicating record imports and a good market for local manufacturers. Little or no improvement is expected in agriculture.

New taxation measures

Various new tax measures were placed before the Jamaican Parliament in May, including an alternative 2½% sales tax or a 12% capital gains tax on land and equities, a 20% non-development tax on lands sold to non-resident aliens, and a withholding tax of 12½% on payments by local companies to overseas parents. The Government also introduced legislation, to become effective January 1, 1970, that would establish the corporate profit tax at 35%, and which would tax dividend payments separately at up to 37½%.

Despite a six-week strike in mid-1968, shipment of alumina at Alpart (the $175 million consortium of Kaiser, Reynolds, and Anaconda), is set to begin, approximately as scheduled, in July. A major expansion of Alpart's 950,000 ton annual capacity is already planned, and Revere and Alcoa have started construction of alumina plants with initial capacities of 220,000 and 200,000 tons respectively. A fourth new plant also appears likely.

Plans for a $30 million caustic soda plant and for a Jamaican fleet of barges to transport alumina and bauxite to the United States remain in the talking stage, but action on one or both projects seems likely to materialize during 1969 or early 1970.

The Jamaican tourist industry achieved record levels in 1968, and the trend is continuing in 1969. Total visitors in 1968, over 80% of whom were from the United States, increased 19% to 396,000. Estimated tourist expenditures rose 11.6% to $88.6 million.

Among the more notable projects under way or about to begin are: the 450-room, $8 million Rose Hall Holiday Inn; the 480-room condominium Montego Towers; the 350-room, $8 million BOAC-backed Kingston Pegasus, and a 200-room addition to the Sheraton-Kingston. Major developments are also set for Ocho Rios and Falmouth.

Tourism is easily the most promising sector of the Jamaican economy. In the absence of a major political upheaval, tourist growth should continue at a high rate. The creation of much-needed new facilities, the advent in early 1970 of jumbo jets, and the tax incentives for hotel construction all foreshadow an excellent future for tourism.

Local cement consumption in tons rose 10% in 1968. The construction industry is hard-pressed to keep up with the extensive alumina and tourist investment, and skilled labor, which figured to become available for Alcoa and Revere on the completion of Alpart, will be even harder to find when Alpart proceeds with proposed expansion plans. Other large-scale projects due for 1969 and 1970 include the caustic soda plant, a $10 million power plant, and the Kingston waterfront renewal project.

Agriculture continues to present a gloomy picture, though on the export side price increases actually raised total revenue in 1968. Estimates for the 1969 sugar crop have been set at 429,000 tons, 5.5% below 1968. During the past year two sugar factories closed, and at least three others are considering a similar move.

As a major earner of foreign exchange and as the largest employer in a country where 15-20% unemployment is a fact of life, the problems of agriculture cannot be ignored. A new Ministry of Rural Land Development was created in 1969 and permission has finally been granted to allow experimentation with mechanical cane harvesters, but agriculture is simply not looked on as one of the more desirable occupations and the picture will no doubt continue to darken unless agricultural practices are revolutionized.

The Bank of Jamaica raised its rediscount rate to 6% in May, pushing the prime commercial rate to 8%. Loan demand is high, and can be expected to remain so.

On Feb. 1, the Jamaica Stock Exchange commenced operations under Bank of Jamaica supervision with four brokerage firms and some thirty common and seven preferred issues. The listed shares, which are available to non-residents, have an average price of around $2, and an average yield of slightly over 4%. In 1968, when traded over the counter, they appreciated as a group an estimated 25%-30%.

Plans to decimalize the currency are proceeding on schedule, and in September the pound will be replaced with a Jamaican dollar worth $1.20 at current rates.

In November 1967 Jamaica devalued its currency to remain at par with the United Kingdom, but there is a good possibility that in any future U.K. devaluation the Jamaican currency will remain intact.

Ceylon optimism grows

Strong advance opens modest sales and investment chances to energetic Americans

Modest export and investment opportunities in agriculture, tourism and manufacturing are available to energetic American businessmen in Ceylon's small but newly buoyant economy. Up 8.3% in 1968, real gross national product is expected to grow about 7% in 1969, according to the Economic Trends Report from the U.S. Embassy in Colombo.

The investment climate is better than a net private direct disinvestment figure in 1968 would imply. Mindful of Ceylon's need for long-term capital inflows, official policy is receptive to development-oriented foreign direct private investment.

Majority ownership allowed

Majority ownership is permitted, although a progressive, but unstipulated, Ceylonization is required. Joint ventures are preferred. Tax incentives are provided, with a five-year tax holiday for hotels and pioneering ventures. A low company tax rate is applied to broad-based investments. Earnings may be remitted at a premium rate, which is also applied to investment inflow. Import bans on many consumer items offer protection for their manufacture domestically.

Finally, low-cost and literate labor is available; workers are protected by labor standards legislation. Most workers are unionizing but only a few unions are strong.

The number of approved ventures rose substantially in 1968. Screening of applications by the Ministries of Planning and Industries can take up to several months, but is quicker generally than in some countries in Asia.

Local capital may be available for sufficiently attractive ventures. The foreign investor is expected to provide foreign exchange, technology and perhaps managerial expertise. There are some drawbacks. Among these are high production and distribution costs, infrastructure bottlenecks, licensing and administrative problems in connection with import requirements, underdevelopment of local management talent and entrepreneurial attitudes, and the possibility of price controls being imposed if margins are deemed to be too great relative to production costs.

The Government has not specified preferred sectors for foreign investment, nor has it precluded any, except for those industries in which state corporations—and sometimes private firms—already have facilities sufficient to meet total demand.

Local entrepreneurs have shown interest in recent months in finding American partners for instant tea production, a medium priced tourist hotel chain, tropical fruit canning, chicken canning and beef cattle raising.

Existing American investment in Ceylon is concentrated in durable and nondurable consumer goods manufacturing, but the ratio will change when a major hotel now on the planning board is completed. There is unutilized potential for investment in additional tourist facilities, food preservation and distribution, and processing or manufacture of local products now exported in primary form.

While U.S. exports to Ceylon in 1968 were nearly double the 1966 figure, the increase was due to shipments under PL 480 and two past development loans. U.S. statistics show non-aid financed exports of $9.8 million in 1966, $6.1 million in 1967 and $7.1 in 1968; AID-financed shipments were $6.2 million, $14.9 million, and $21 million, respectively.

Flour accounted for $17.8 million, or more than 63%, of total U.S. exports to Ceylon in 1968. Only the following commodities exceeded $350,000: insecticides, $983,000; trucks and cars, $857,000; tires, $820,000; lubricants, $793,000; farm tractors, $563,000; vehicle and tractor parts, $458,000; inorganic chemicals, $448,000; used woolen clothing, $388,000; internal combustion engines and tobacco, $360,000 each.

Lubricants, chemicals, used clothing and tobacco were outright commercial sales; most of the other items were aid-financed. The blending plant soon to be completed will change Ceylon's needs from finished lubricants to bright stocks. Used woolen clothing was a speculative import following its inclusion on the open general list, so last year's volume is not likely to continue.

Traditionally Ceylon has looked to the United Kingdom as customer and supplier, and the tariff preferences remaining after last year's customs changes still favor Commonwealth sources. Transportation costs and vessel availabilities favor non-U.S. suppliers. While U.S. aid is currently limited to PL 480 flour, aid by other countries is concentrated on fertilizer, farm and commercial vehicles and parts, tires, and industrial machinery.

In addition to the benefits of lower original prices, sometimes enhanced by donor country export incentives and favorable aid terms, importers of Category B goods financed by foreign aid enjoy a cost advantage, as they need not pay the FEEC premium but only a smaller license fee.

As original price and credit considerations are paramount (the later especially so since the credit squeeze necessitates quick turnovers) to the neglect of quality and productivity factors, Ceylon is a difficult market for U.S. goods.

It is not an impossible market, however, and opportunities for sales of raw materials, machinery and some consumer items are provided by the Open General License provisions of the FEEC Scheme. Government purchasing is done by tender, and U.S. firms have won contracts to supply Government departments and state industries with goods or services.

A review of trade opportunities and tender notices received by the Embassy indicates sales possibilities for chemicals and pharmaceuticals, food processing machinery, textile machinery, agricul-

Import categories

Food, fertilizer and a few other essentials, classed as Category A, are imported into Ceylon at the overvalued official rate, which also applies to tea, rubber and coconut exports. Other goods, called Category B, require the importer's surrender of a certificate whose cost reflects the true scarcity value of exchange.

The goods most needed for local production are on Open General License; others are still under quota. Most invisibles are also subject to Foreign Exchange Entitlement Certificates (FEECs). The system seems to have been successful, although not perfect. Theoretically a floating rate, the spot premium has been stable since June 1968 at 44% above the official rate.

tural vehicles and machinery, machine tools, earthmoving and mining machinery, medical equipment, primary plastics and industrial air conditioning equipment. If PL 480 aid were to be supplemented by a small development loan, agricultural inputs and development related goods would be the major commodities supplied.

Two major motivations lie behind the economic decisions taken by the governments which have alternated office over Ceylon's 21 years as an independent state. One of the basic aims has been redistribution of income from the export crop sector, much of which remains foreign-owned, to the whole population. State welfare measures now include a free measure of rice weekly, free medical care, free education through university, price controls and subsidies.

The other goal, necessarily secondary because of the political popularity of the first, has been to transform the economic structure from its Colonial era specialization in tea, rubber and coconut, all dependent on price offerings by their foreign consumers, to a more diversified and self-reliant basis.

Until the mid-1950's an export surplus had supported a full range of essential and luxury imports, allowing one of the highest living standards in South Asia. A long-run price decline as a result of competition from other developing countries and from substitute goods changed the picture. Successive deficits coincided with the adoption of policies emphasizing industrialization through state enterprise and the expansion of welfare services through budget deficits.

Introduced import curbs

The external sector deterioration eventually led to severe import restrictions as reserves were exhausted. Because cash rather than food crops had been predominant, food accounted for 60% of the total import value, leaving little exchange available for raw materials and capital goods to support domestic industries.

The United National Party led by Dudley Senanayake took office in 1965, emphasizing themes of national unity, domestic agricultural expansion, and economic growth. A substantial increase in domestic food output would release foreign exchange for necessary items Ceylon could not produce. Sales in excess of his family's subsistence needs would give the cultivator a money income, which in the aggregate would increase effective rural demand for the simple consumer goods made in Ceylon, and provide a source of savings to be tapped for industrial investment.

To tide the economy over its critical stage aid was sought from the World Bank (IBRD) and a group of Western nations, and additional drawings were made from the International Monetary Fund. Non-aligned in its foreign policy, Ceylon continued to receive project aid from Communist countries in the construction of state factories, and bilateral trade agreements such as the barter of rubber for Communist Chinese rice were maintained.

PRIVATE CONSUMER DEMAND increased by 11% in Ceylon last year, and there was a substantial 6% gain in real per capita GNP. This is a street scene in downtown Colombo's shopping district.

While the success of the food drive and reactivation of industry testify to the effect of the policies adopted, problems remain. Despite attempts to ameliorate it, massive unemployment persists. Foreign trade prospects are not favorable, and the debt repayment burden is rising. Also, consumer prices are rising sharply.

Although output rose at an unprecedented rate, Ceylon still lived beyond its means in 1968, as it has done for all but one year since 1959. Gross domestic expenditure, or the market value of final goods and services received by residents of Ceylon, amounted to $1,786 million. This exceeded by 3.6% the market value of final goods and services produced by Ceylon, or the gross national product at current market prices of $1,724 million. The difference was made up of net receipts of loans and grants from abroad.

Private consumer demand grew by nearly 11% in 1968 to reach $1,269 million. Almost half of this was spent on food. Government expenditures for non-capital items and services totaled $237 million, an increase of 15% over the previous year. Gross domestic capital formation by government and private sectors came to $280 million, up 20% from 1967. There was a substantial 6% gain in per capita real GNP from $118 to $125.

Barring unforeseen developments, a real GNP growth rate of from 6 to 8% in 1969 is informally forecast by conservative Ceylonese economists. Paddy production is targeted to increase by 10% this year. Tea prices are weakening, but production is increasing. The rubber market has been improving lately. Domestic demand will keep coconut production up even if export demand falls.

Manufacturing should become more active as supply deficiencies are further overcome through the operation of the Foreign Exchange Entitlement Certificate Scheme (FEECs) and liberalized licensing policies. Additional production in absolute terms is expected as more of the state factories emerge from their long gestation periods.

Industrial production increased by

nearly 50% in 1968. Nearly all the increase was due to increases in the quantity of inputs; employment grew from 74,000 to 101,000 but output per manhour rose by less than 3%, and was lower in absolute terms than in 1966. Food preparation is the leading industry, followed by textiles and chemicals. Fabricated metals is the most dynamic sector.

According to the Central Bank, local branches of foreign firms paid the highest wages and "imparted a high growth momentum to the industrial sector in 1968."

Of the 62 government entities engaged in commercial activities, 23 are state industrial corporations. Total investment in these corporations stood at $169 million as of Mar. 31; sales for the 1968/69 corporation financial year amounted to $66 million and profits came to $9 million. Production figures indicate that about 60% of installed capacity is used by the corporations now in production. As private and state managers gain experience, cost reducing productivity gains can be expected.

The money supply growth rate was cut by one third to be held to 6% in 1968. This was the first time in recent years that real output grew faster than the money supply. Consequently, some of the excess liquidity was worked off. Pent-up demand is still exerting pressure on prices, however, and the general price level is still rising. Real wages are keeping pace, in the statistical aggregate at least, having gone up 10% last year for workers in industry and commerce. Prices of some items have fallen recently, however, as import liberalization has reduced hoarding and production increases have brought down unit costs.

Although commercial bank credit to the private sector—largely in the form of loans to industry—was at an all time high in 1968, expansion of credit to the Government and state enterprises was, according to the Central Bank, the major factor affecting the money supply growth in 1968.

The rapid climb in early 1968 of private credit, coupled with fiscal expansion, led the Central Bank to introduce a credit squeeze in the last quarter of 1968, which was later extended through June. It will continue in the second half of 1969, although modified to be more selective for development purposes.

Bumper harvests of paddy in the past two years reflect the success of the Government's programs to achieve self-sufficiency in food crops. As the 1968 harvest was some three million bushels over the target, the 1969 national target has been set at 71.3 million bushels.

Devaluation, the FEEC Scheme and a major tariff overhaul were the most important policy actions affecting the external sector in 1968. Earnings, expressed in rupees, from domestic exports rose from Rs 1,650 million in 1967 to Rs 1,975 in 1968 reversing the declining trend of the previous two years. The volume of exports rose slightly. In dollar terms, however, earnings declined from $347 million to $332 million.

Exports of $350 million are anticipated this year, but may not be realized unless a greater volume of tea shipments offsets lower prices. The rubber outlook seems a little better than usual but coconut exports may be down. Leakages through the black market and gem export smuggling are still a problem. FEECs earned by minor exports act as an incentive, but these account for only about 10% of total exports.

The FEEC scheme establishes a floating multiple exchange rate system. Backed by the IMF, this provides the advantages of a devaluation while avoiding the disadvantages.

Imports were cut back to $393 million in 1968, a decline of $24 million, and the current account deficit was reduced slightly. Although food expenditures may be cut somewhat, industrial expansion will require additional imports in 1969, even though some firms reportedly took advantage of the open general license to import over two years' worth of raw material inventories, and the total import need is estimated at $460 million.

The gap will require new disbursements of $40-45 million from the Aid Group in addition to capital inflows, commodity aid now in progress, and suppliers' credits, fast becoming a feature of Ceylon's import financing. The ratio of debt amortization to export earnings will double in 1969, and remain a heavy charge for the next few years.

Kenya's power plan calls for about $703 million in new facilities by 1986

The Government of Kenya has released details of a new 20-year National Power Development Plan, requiring investments in generating equipment and transmission and distribution facilities of approximately $703 million over the period 1966-86.

The Plan envisages construction of 760 megawatts of new capacity by 1986. The greater part of the new capacity will come from a 640 megawatt hydroelectric scheme on the Tana River, to include six generating stations serving the major demand areas of Nairobi.

The Plan also provides for two 30-megawatt oil-fired steam generating units serving the coastal region and four 15-megawatt gas turbine generating stations —three on the coast and one inland.

Although the Plan indicates that the use of nuclear and geothermal power sources is considered impractical for the immediate future, these sources may be tapped, if the construction and operating costs of small nuclear power installations decreases or if sufficient amounts of harnessable geo-thermal steam are discovered.

$45 million World Bank loan for two Korean irrigation projects to aid farm output

The development of irrigation agriculture on 91,500 acres in the Republic of Korea will be undertaken with the assistance of a World Bank loan equivalent to $45 million. The project will reduce Korea's need for food imports valued at the equivalent of $17 million annually.

All imported goods and services paid for with World Bank funds must be procured through competitive international bidding.

Two separate areas, Pyongtaek and Kumgang, located near the southwestern coast will be irrigated. Water will be pumped from river estuaries into canals and then used for irrigating land in adjacent valleys and on the lower slopes. The project involves the construction of pumping stations, irrigation and drainage canals, sea dikes and roads; the reclamation of 11,000 acres of tidal flats; the consolidation, preparation and leveling of farmland; and the procurement of farm tractors and spraying equipment. Construction will take about three years in the Kumgang area and about five years in the Pyongtaek area.

The project will be executed by the Union of Land Improvement Associations (ULIA), a semi-autonomous public agency within the Korean Ministry of Agriculture and Forestry. Because of the scope and complexity of the Pyongtaek/Kumgang irrigation project, consultants will be retained to assist in its execution. Consultants will also prepare a project for the multiplication and distribution of improved seeds, a special need in Korea.

The total cost of the project is estimated at the equivalent of approximately $90 million. The Bank loan will finance half of this amount and the remainder will be met by the Government and ULIA.

Asian Development Bank reviews year's achievements at second annual meeting

New agricultural survey highlights unit's emphasis on increasing food output; receptive attitude toward private foreign investment noted

The Asian Development Bank has completed an Asian Agricultural Survey, reflecting its strong emphasis on boosting the continent's food production. The survey points up the potentials for advanced technology in Asian agriculture and recommends courses of action by which these may be pursued.

This and other major achievements of the Bank highlighted the second annual meeting of its Board of Governors in Sydney. Secretary of the Treasury David Kennedy led the U.S. delegation to the 33-nation conference.

The Bank is implementing the study's recommendations by approving loans to finance technical assistance to several recipient countries: to Indonesia to finance advisors to the Ministry of Agriculture, and a rural credit survey; to the Republic of Korea for technical assistance to its Agriculture and Fishery Development Corp.; to Laos to finance an integrated agricultural development program; to Nepal to finance advisors to the Agricultural Development Bank; to the Philippines for water management projects; and to the Republic of Viet-Nam for development financing institutions.

Impact on private investment

Stressing support functions for private enterprise in Asian economic development, the Bank extended relending loans to development financing banks and institutions in several countries which augmented domestic savings by providing foreign exchange financing. Loans in this category have been made to: Pakistan ($10 million), Thailand ($5 million), and the Philippines ($5 million).

Development institutions which are recipients of these loans also encourage local private enterprise by helping to underwrite shares and securities, guarantee loans, and provide managerial and technical assistance to enterprises which plan to establish, expand or modernize private productive facilities.

ADB President Takeshi Watanabe noted that there is increased receptiveness toward private investment among Asia's developing countries and that many of them have taken additional steps to encourage private investment. To improve the private investment climate further, the Bank has agreed to administer a Foundation grant for a study of the legal framework for development credit in a number of Asian developing nations.

Noting the increased interest by Asian nations in attracting foreign private capital, investors have responded with increased investment activity. One significant response has been the creation of the Private Investment Co. for Asia (PICA), which is supported by approximately 112 prominent financial and industrial companies in the United States and other countries. A brief description of this agency and its economic development assistance objectives appeared in INTERNATIONAL COMMERCE, Mar. 10.

Stresses quick yield

In several other loans, the Bank has emphasized major quick-yielding infrastructure projects and export promotion activities. In the former category are loans to the Republic of Korea and Taiwan for highway construction and to Malaysia for a water supply project in Penang. Export promotion loans were made to modernize facilities to process tea in Ceylon, palm oil processing facilities in Malaysia and a deep sea fisheries project and synthetic chemical plant in Taiwan.

Regional projects

The Bank's objective to promote harmonious economic growth on a regional basis has been advanced. The loan to Taiwan to finance synthetic chemicals production is based in part on a marketing agreement between the Republic of Korea and Taiwan. Under this agreement, these countries will seek to develop mutually complementary facilities to produce petrochemical-based intermediaries for synthetic fibers and develop markets for these products within their respective national borders.

The Regional Transport Survey recently announced for bidding also has regional cooperation characteristics; it has resulted from joint regional support efforts and will lead to specific projects to promote intra-regional economic activities.

Special funds

A proposal was adopted at the Sydney meeting to set aside 10% of the Bank's unimpaired paid-in capital for multi-purpose special financing operations. Additional commitments to contribute to the Agricultural Special Fund have been made by: Japan, $20 million; Canada (to the multi-purpose Special Fund), $5 million in each of the next five years; and Denmark, $20 million.

Contributions to the Technical Assistance Special Fund were received from Canada, Denmark, Finland, West Germany, Japan, United Kingdom and the United States. A proposed contribution by the United States to the ADB Special Fund is now under review by the U.S. Congress. The total amount in the Special Fund that can be used during 1969 is $27 million; the Bank foresees an urgent need for a greater Special Fund availability.

Procurement policies

Under loans for development projects from ordinary fund-subscribed capital stock, procurement of goods and services abroad may be on a competitive basis in any member country, though in some cases the Board of Directors may determine otherwise. Contributions to Special Funds may be used for procurement of goods and services in the countries which are members of the Bank, and in a non-member country when it makes a contribution. Exception to this procedure is made when a contributing country specifically restricts the area of procurement in its contribution agreement with the Bank.

Under rules and regulations adopted to govern the utilization of the Special Funds, provisions were made for an Agricultural Special Fund, a Multi-Purpose Special Fund, a Technical Assistance Special Fund and other Special Funds which the Bank may establish. Contributions to the Technical Assistance Fund made during 1967 and 1968 are to be spent for technical services in the donor countries.

The U.S. contribution to this Fund during 1968 was used to provide expertise for preparatory work on the Regional Transport Survey and for road, rural credit, food production, municipal water works, and irrigation in Taiwan, Indo-

nesia, Republic of Korea, Malaysia and the Philippines. Similar technical services were financed by U.K. contributions for projects in tea processing and rural credit in Ceylon and Indonesia. Funds contributed by West Germany were used to finance road projects in Taiwan, the Republic of Korea and Western Samao, while Japanese financing was used to provide services for projects in fisheries, irrigation, agriculture and food processing industries in Ceylon, Taiwan, Republic of Korea and the Philippines.

Potential goods buyers

In all cases which require and merit international procurement competition, beneficiaries of ADB loans, whether they are government bodies or private firms, are potential buyers of goods and services from suppliers in qualifying countries. Products and services of U.S. firms are competitive and well regarded in Asian countries. American suppliers are advised to keep alert to procurement opportunities resulting from ADB credits, which are listed in INTERNATIONAL COMMERCE and in technical and trade journals.

Consulting firms seeking business opportunities provided directly by the Bank or by its borrowers may list their names and capabilities with the Bank. This information should be addressed to the Asian Development Bank, Commercial Center, P.O. Box 126, Makati, Rizal, Philippines.

Close working relations have been maintained by the Bank with other international organizations. The Food and Agriculture Organization of the U.N. (FAO) has provided experts for ADB research activities, documents have been exchanged, and Bank officials have attended FAO meetings.

World Bank collaboration

Collaboration with the World Bank has taken place in studies relating to the external debt position and prospects of regional developing member countries, and World Bank officials frequently call at ADB for consultations. The International Monetary Fund (IMF) has supplied ADB with information on matters of mutual interest.

The U.N.'s Economic Commission for Asia and the Far East (ECAFE) assisted the Bank in sponsoring the Asian Industry Survey, and has studied the need for financial arrangements that may promote intra-regional trade. The Bank also sends observers to the various meetings of ECAFE. Officials of the United Nations Development Program (UNDP) who are resident in ADB member countries have helped ADB study missions in assessing local economic conditions.

El Salvador, Ethiopia, Ghana, Philippines and Tunisia projects get World Bank loans

Total of $28.75 million will assist secondary education, hydroelectric power, communications, agricultural output and highway maintenance

The World Bank has approved loans totaling $28.75 million for an expansion and improvement of secondary education in El Salvador, for the expansion of the Volta River hydroelectric power plant in Ghana, for agricultural production in the Philippines, for the engineering of high priority roads and the preparation of a highway maintenance program in Tunisia, and for telecommunications in Ethiopia.

All imported goods and services for these projects which will be purchased with the World Bank funds must be procured through international competitive bidding.

A $4.9 million loan will help El Salvador construct and equip 17 new secondary schools; expand and modernize 10 existing secondary schools; provide equipment for technical secondary institutes; expand the National School of Agriculture at San Andres; and finance 90 fellowships for the training of teachers in agricultural, industrial and commercial subjects, as well as of school administrators. Also, the curricula will be revised to give better balance to the system by offering vocational and technical as well as academic courses. The project will help alleviate El Salvador's shortage of skilled manpower which is hampering further economic growth.

Another World Bank loan will provide $6 million of the $14.4 million required by Ghana's Volta River Authority (VRA) for the expansion of its hydroelectric power plant to its full capacity of 882 megawatts by installing two 147 megawatt generating units. The additional capacity at Volta will enable VRA to meet its contractual obligations to supply power to the Volta Aluminum Co.'s smelter at Tema and also provide for Ghana's domestic power requirements until 1977. The project includes an expansion of substation capacity at the smelter and Ghana's main towns, and the services of consultants who will review VRA's future power expansion plans and advise on organizational matters.

A $12.5 million loan will provide half the funds needed over the next three years for a rural credit project to increase agricultural production in the Philippines. This will continue an agricultural credit program for which the Bank made a loan of $5 million in 1965. The Central Bank will relend the loan proceeds, along with other funds, to qualified rural banks which, in turn, will make medium and long-term loans to the ultimate beneficiaries.

Tunisia has an extensive road network, but many roads are becoming inadequate for the rapidly growing traffic, especially in the northeast where agriculture is expanding and the tourist industry is booming. The project being assisted by an $850,000 World Bank loan consists of two parts: the detailed engineering of five primary road sections with a combined length of 160 miles, two secondary road sections totaling about 47 miles, and 16 bridges and 41 culverts; and the preparation of a highway maintenance and betterment program.

Roads to be improved

All the roads to be improved are in the northeast and comprise heavily traveled sections of trunk routes originating in Tunis. Consultants will define the current maintenance requirements, including equipment, assign priorities to road sections in need of upgrading, and identify ways to strengthen the maintenance organization.

A $4.5 million loan to the Imperial Board of Telecommunications of Ethiopia, together with a Swedish credit equivalent to $4.5 million, will finance part of the foreign exchange costs of IBTE's $25.4 million investment program for 1968-73. The capacity of the local exchanges will be expanded to allow a doubling of the number of connected telephones; micro-wave UHF and VHF radio links will be established and automatic trunk exchanges and associated facilities installed to speed up and improve the quality of long-distance service throughout the country and to enable subscribers to dial calls between the five principal cities; and telegraph and telex facilities will be expanded. The project will help Ethiopia's economic development by improving communication facilities available to government and business.

Two French concerns look for agreements to expand activities

Licenses to manufacture water treatment equipment and such items as corrugated cardboard and converted paper products are sought by two French firms.

• A French company, specializing in the manufacture and installation of water treatment systems for small communities with up to 5,000 people, wants to extend its activities into the manufacture of water treatment plants for larger municipalities. It seeks licenses and technical assistance from U.S. manufacturers of equipment in this field. The firm operates three plants and employs about 370.

Write: Mr. Lionel J. Saint-Paul, managing director, Compagnie d'Etudes et de Recherches SOFA, 2 rue Brea, 44-Nantes, France. **P-69438.**

• A French manufacturer of corrugated cardboard, converted paper products and related materials is interested in cross licensing agreements with U.S. producers of allied lines. It seeks technical knowhow and offers a patent covering corrugated cardboard articles to a U.S. company.

The French firm operates three plants and employs about 550. It states that its estimated annual output of 35,000 metric tons could be increased utilizing existing facilities.

Write: Allard & Fils, Avenue Gallieni, 19-Brive, Correze, France. WTD. **P-69625.**

New Zealand invites bids for various timber tracts

The New Zealand Government invites proposals from U.S. firms for the purchase and processing of timber from Kaingaroa, Whaka, and Rotoehu state forests. The tracts include 280 million cubic feet of radiata, corsican, austriaca and other pines and 40 million cubic feet of ponderosa pine. Proposals relating to the ponderosa pine are to be submitted separately, but may be in addition to those pertaining to the main sale.

A reasonable detailed explanation of the intended use of the timber must accompany each bid. Preference will be given to proposals which involve advanced processing of the logs in New Zealand. Bids which provide only for the export of unprocessed logs will not be entertained.

Closing date for submission of bids is Sept. 30.

To obtain a copy of the tender and the contract interested U.S. companies should write: Conservator of Forests, P.O. Box 511, Rotorua, New Zealand. **P-69624.**

Cameroon publishes investment brochure

The Federal Republic of Cameroon has issued a 62-page brochure, *Cameroon*, which contains information for prospective traders and investors in this West Central African nation.

Based on a 1968 economic survey conducted by *La Societe Camerounaise d'Etude et de Promotion pour l'Afrique* (CAMEP), the publication gives basic economic data plus summaries of investment and taxation legislation. Government goals in trade, industry, agriculture, and infrastructure development—and projects under way or contemplated under the second Five-Year Plan launched in 1966—conclude the presentation.

A U.S. Government trade and investment mission to Cameroon and Ivory Coast late last year (*International Commerce*, Jan. 20) brought back more than 100 specific opportunities for trade and investment in both countries.

A copy of the Cameroonian publication may be obtained without charge from the Embassy of the Federal Republic of Cameroon, 1705 New Hampshire Ave., N.W., Washington, D.C. 20009.

Chicago seminars to study Yugoslavia, licensing outlook

Two American Management Association orientation sessions in Chicago will study new trade possibilities in Yugoslavia created by that country's economic reform, and the problems and policies of international licensing.

The Yugoslav seminar, on July 8, will survey the nation's economy, the general investment climate, current trade relations with East and West and international agreements in force, problems of operating in Yugoslavia, and new business opportunities.

The session on international marketing will meet from July 9-11, and will cover: organizing for overseas licensing; negotiating problems; two case studies; financial control and royalty payments; legal considerations and industrial property rights; and anti-trust and tax considerations.

Write: American Management Association, 135 West 50th St., New York, N.Y. 10020.

German companies want U.S. licenses

Three German companies are seeking licensing agreements to manufacture items related to their present lines.

• A medium-sized German manufacturer, exporter and importer of fountain pens, ball point pens, propelling pencils, clutch pencils, and marker pens would like to supplement its own line with U.S. products.

The firm established in 1928 employs 150 persons. Its annual sales volume amounts to $1.5 million and the firm enjoys a favorable reputation.

Write: Philipp Mutschler, 20 Biethstrasse, 69 Heidelberg, West Germany. WTD. **P-69620.**

• A medium-sized German manufacturer of pharmaceuticals is seeking American licenses to complement its line. This firm has direct ties with four other companies which provide excellent coverage of the wholesale market throughout the EEC. **P-69621.**

• A German producer of stationery for both adults and children seeks licenses to manufacture paper and paperboard products, including party articles, games and toys.

The firm has the necessary machinery to make most of the related products in this field. **P-69626.**

Firms desiring additional information on projects 69621 and 69626 above should **write:** Mr. Rudolf Klotzbucher, mgr., Market Development, German American Chamber of Commerce, 666 Fifth Avenue, New York, New York, 10019.

U.S. manufacturers offered licenses to make five European products

Products are healing compounds, spraydampener for paper industry, printing inks, dust collection equipment, machine tool accessories

U.S. licensees are sought to manufacture a diverse range of German, Swiss and Italian products. Items offered are healing mud compounds, spraydampener for the paper industry, machine tool accessories, printing ink, and industrial dust collecting equipment.

To obtain additional information concerning these products and the names and addresses of the manufacturers, **write** the Office of International Investment, code 874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity listed below.

► A Swiss company is seeking a U.S. licensee for its healing mud compound.

This compound consists of mineral mud, paraffins, talcum and magnesium oxide. It can be sterilized, and has a constant temperature holding at about 105°F.

The company states that the compound is prepared by a special process, and is sediment-free and clean. It is used for treatment of medical or physical problems such as degenerative rheumatism, sports injuries, such as tennis elbow or muscle spasm, weight reduction, and traumatic cases. **File 1764.**

► A German manufacturer is seeking a U.S. company to produce its spray dampener for use in the paper industry.

This dampener consists of a water tank, suction pipe, a compressed air distribution pipe, regulating cock, and large diameter turbo nozzles.

The water atomization necessary for moistening paper evenly starts from the periphery of the incoming water stream and is intensified by the rotating high velocity air stream. This rotating air disrupts the water sucked into the nozzle transforming it into fine particles which subsequently produce the water film on the paper surface. The nozzle units are pivoted and can be swung through an angle of 180° for adjusting to the most suitable spraying angle.

This paper dampener is designed with space saving features. **File 1765.**

► An Italian firm is seeking a U.S. manufacturer to produce its precision machine tool accessories for the metalworking industry.

Included in these accessories are such items as collets and collet holders, boring heads, milling machine arbors, arbor nuts, bearings and collars; tool post turrets for lathes, and lathe mandrels. **File 1766.**

► A West German firm is offering its range of dust collecting equipment for manufacture in the U.S.

The equipment has several forms and operating processes, but is generally stationary and of large size for use in the chemical industry, the food and livestock feed industries, in iron and steel plants, in mining, and in glass and ceramic industries. The equipment is also used for dedusting in tar macadam plants, and for the dust-free loading of gravel, ashes, lime, and other powdery materials. **File 1767.**

► A long established German firm would like to license the production of its offset printing inks to a U.S. company.

The inks are highly concentrated, and are suitable for coated as well as for natural papers, cardboard, chromo-cardboard and polyethylene sheet. The inks set quickly and dry scuff-resistant. **File 1768.**

Swiss company seeks license to produce U.S. machinery

An important Swiss manufacturer seeks to diversify its production by manufacturing under license U.S. related products and machinery.

The firm currently makes pistons, piston rings and related parts, compressed air starters, aircraft and automotive engine parts and the grinding of cylinders.

In an effort to diversify its production, it seeks U.S. licensing proposals for the manufacture of parts and equipment related to its present activity.

Founded in 1921, the firm employs 230 persons in Zurich, has subsidiaries, affiliates and agents in some 20 European and overseas countries. Present annual volume is around $3 million. The firm will move to a modern plant in the suburbs of Zurich in 1970.

Write: Mr. Rolf Ferber, dir., Nova-Werke, Ferber & Wran, Badenerstrasse 412, P.O. Box 8040 Zurich, Switzerland. WTD. **P-69617.**

Investment Assistance

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington D.C. 20230 or the nearest Department of Commerce Field Office.

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations administered by the Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

South African firm wants to build chemical facility

A Johannesburg firm seeks a U.S. contractor to handle the turnkey installation of a plant to produce 40,000 to 80,000 tons of sodium chloride and 11,000 to 22,000 tons of sodium sulphate annually, not utilizing the solar evaporation process.

For additional information concerning this opportunity interested firms should **write:** K. Lightman & Co., P.O. Box 450, Johannesburg, Transvaal, Republic of South Africa. WTD. **P-69618.**

Australian seeks license to manufacture metal doors

An Australian company seeks license from U.S. firm to manufacture roller shutters or other metal-type doors suitable for closing small or large openings of factories, shops, trucks, docks, garages or markets. Technical assistance for advanced design is also required.

Write: Mr. J. F. Vale, managing director, Valectro Industries Pty. Ltd., 500 High St., Epping, Victoria 3076, Australia. WTD. **P-69619.**

UNDP Governing Council to meet; 10-year project total hits $2.8 billion

Eight session to be held from June 16 to July 3 in Switzerland

Major pre-investment projects to be recommended by the Administrator of the United Nations Development Program (UNDP) at its eighth session should be of considerable interest to U.S. firms. The session will be held from June 16 to July 3 at the headquarters of the World Health Organization in Geneva, Switzerland.

The 37-member Council, representing both industrialized and developing nations, will review current UNDP activities and make decisions on future programs and policies.

The Council will consider a detailed report on UNDP activities in 1968 and supplementary reports on such items as developments following the completion of UNDP pre-investment projects, associated assistance from other sources, subcontracts awarded and major equipment purchased by the agencies who are responsible for executing UNDP development or pre-investment projects.

The UNDP Administrator, Paul G. Hoffman, will submit to the session for approval approximately 52 new major development projects and supplementary assistance for five existing projects at an estimated cost of $102.2 million.

As the projects are approved, an article will appear in INTERNATIONAL COMMERCE and the *Commerce Business Daily* giving the designated executing agency and the alloted funding.

If all of the 57 projects are approved, the total number of large scale UNDP projects will increase to 1,077.

Follow-up investments

Meanwhile, a recent release from the office of the Administrator pointed out that follow-up investments from 69 UNDP pre-investment projects over the past ten years amounted to $2.8 billion. Of the total, $2.5 billion was to finance development projects recommended by 57 UNDP assisted surveys and feasibility studies with the remainder generated by training and research projects. The total cost of these studies to the UNDP was $61 million.

More than 73% or over $2 billion of the total follow-up was in the public utilities sector. Of the remainder, $271 million went for transportation; $62 million for telecommunications; $577 million for agricultural development; and $201 million for industrial plants. A total of $1,407 million was committed by the program to encourage development in 137 countries and territories betwen 1959 and 1968.

The UNDP offers international concerns an opportunity to provide assistance in various fields. The U.S. business community by investigating every aspect of the program, can determine the long range benefits and methods of procurement for required services and/or equipment for projects within their scope of competence.

The increasing needs of developing nations, and the efforts of the Administrator of the UNDP to provide the appropriate expertise and technology to satisfy these needs are evidenced in the quantity of projects approved annually.

The Department of Commerce is the central distribution agency to U.S. concerns that are interested in competing for UNDP contracts.

U.S. firms can participate in the program by keeping abreast of its activities by contacting the local Commerce Field Office or the International Liaison and Trade Opportunities (ILTO) Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230.

Tunisia plans waterworks, invites suppliers' bids

The Societe Nationale d'Exploitation et de Distribution des Eaux, a Tunis Government agency located at 23 Rue Docteur Braquehaye, Montfleury, Tunisia, is seeking separate bids on pipe for the following projects:

(A) 130 kilometers of pipeline needed to convey water to the city of Tunis from the Oued Kasseb dam. The lengths of the pipelines by diameter are approximately the following: 66 km., 1,100 mm., and 64 km., 1,250 mm. The supplies will be delivered over a period of 32 months.

(B) 135 kilometers of pipeline needed to carry water in the Sahel region, on the coast south of Tunis, and for the Tunis-Sousse water supply system. The lengths of the pipelines by diameter are approximately the following: (1) first lot in prestressed concrete, 57 km., 800 mm.; (2) second lot in prestressed concrete or in ductile cast-iron, 5 km., 600 mm., 7 km., 500 mm., 66 km., 400 mm. The supplies will be delivered over a period of 25 months.

These projects are financed in part by a loan from the International Bank for Reconstruction and Development and a credit from Sweden. Bid deadline for both is July 31.

Tender documents and specifications for each project may be purchased for 150 Tunisian dinars (1 dinar = $1.905) or the dollar equivalent.

Prequalification invited by Brazil for construction of hydroelectric project

Centrais Eletricas de Minas Gerais S/A (CEMIG) invites applications for prequalification of bidders for the supply of permanent equipment for the Volta Grande Hydroelectric Project on the Rio Grande, Minas Gerais, Brazil.

The nominal capacity to be installed at Volta Grande will be 400 MW, consisting of four units of 100 MW rated output, under a net head of approx. 26.2 meters. Initial operation of the first unit is required by March 1, 1973, and the subsequent units at four month intervals.

It is intended that proceeds from a loan from the International Bank for Reconstruction and Development will be applied for the purchase of the equipment covered by this invitation for prequalification. Applicants must be from member countries of the IBRD or Switzerland.

The equipment required is classified according to the following groups:

Group A—hydraulic turbines (fixed or adjustable blade propeller type), governors and auxiliary equipment; *Group B*—synchronous generators, excitation and voltage regulation systems; *Group C*—control and protection equipment; *Group D*—power line carrier equipment.

Group E—switchgear equipment up to 600 v; *Group F*—switchgear equipment up to 15 kv; *Group G*—transformers (13.2-345 kv single or three-phase) and reactors (345 kv).

Group H—345 kv circuit breakers; *Group I*—345 kv disconnecting switches; *Group J*—345 kv lightning arresters; *Group K*—345 kv current and potential transformers; *Group L*—345 kv coupling capacitors and wave traps.

Group M—intake gates (13m high x 6.5m) with hydraulic hoists and embedded parts; *Group N*—spillway tainter gates (3m high x 15m) with hoists and embedded parts; *Group O*—intake and spillway stop-logs, and draft-tube bulkhead gates (7m high x 6.5m) and embedded parts; *Group P*—intake trashrack panels (12 openings 17m high x 6.75m) and embedded parts.

Bid deadlines

Applications will be received by CEMIG at Rua Itambe 114, Belo Horizonte, M.G., Brasil, until 4 p.m. on the following dates: *Groups A and B*—Aug. 13; *Group N*—Oct. 1; all other groups—Dec. 1.

Suppliers may apply for prequalification in one or more of the above groups. Applicants are cautioned to use first class registered airmail for postal submissions.

Applications must be submitted in either Portuguese or English and include the following information: 1) A statement of the Group or Groups, as classified above, for which the application applies; 2) A summary of the applicant's experience in equipment of a nature similar to that which is required: (For Groups A and B, experience is desirable in large low speed machines of at least 75 MW rated capacity). (For Groups G to L inclusive, experience is necessary with 345 kv operating voltage). (For Groups M to P inclusive, experience is necessary with equipment of dimensions and capacities at least 67% of the listed requirements); 3) Major orders on hand for similar equipment, and schedule of deliveries up to 1973 (except Groups C, D, and E and F).

4) Description of research, design and testing facilities; 5) Available shop area and facilities, including limitations of main machine tools and shop crane capacities (except Groups C to L inclusive); 6) Probable delivery schedule for the first and subsequent units (from date of award of order).

7) Applicant's last financial statement; 8) Any intention to share the manufacture between (or among) associated firms shall be indicated. (At least one of the firms must have the full experience as required and this one will be deemed to undertake full technical responsibility for the design, where necessary, manufacture and guarantees. The above required information must be supplied for each of the associated firms).

Manufacturers of equipment covered by

Groups B to L inclusive and N to P inclusive, who have previously submitted applications for prequalification on similar equipment for the Jaguara Project (INTERNATIONAL COMMERCE, Mar. 10, p. 51 and *Commerce Business Daily*, Mar. 6), and were accepted in that instance need not submit a complete compilation of the above information. However, they must reapply giving the information required under items 1, 3, 6 and 7 above. All applications for Groups A and M must be made in full, with complete documentation.

Negotiations with CEMIG will be held directly by the manufacturers' head office or through branch offices or subsidiaries. CEMIG will not deal with intermediaries or agents.

Tenders will be requested and accepted from prequalified applicants only, and the selection of the successful applications will be at CEMIG's sole discretion and judgment. Invitations for tenders for Group A and B will be issued for the remaining Groups during 1970.

Colombia school project needs equipment bids

Firms must prequalify to participate in this project

The Colombian Ministry of National Education will attempt to carry out this year a project (INTERNATIONAL COMMERCE, May 27, p. 39) for the construction of 19 institutes of medium education (secondary schools) equipped with all the necessary furniture, equipment and materials.

The tender, to be issued soon, will be divided into three basic groups including, furniture: tables, desks, chairs, etc.; equipment: for science laboratories, industrial shops, cafeterias, and others; materials: for classrooms, laboratories, shops, other related items. Contracts will be awarded for part or all of the items in each group.

Firms interested in participating in this tender must qualify by registering and meeting the following requirements: forward a letter of affiliation, explaining as clearly as possible their production lines; have a legal and certified representative in Colombia.

No bid deadline has been set as yet, but the intention is to complete the project this year. Tender conditions and specifications may be obtained, after meeting the above requirements, from the Instituto Colombiano de Construcciones Escolares (ICCE), Seccion de Licitaciones, Carrera 7, No. 6-90, Piso 2, Bogota, Colombia.

The project will be partly financed by a World Bank loan, and participation will be limited to qualified firms in member countries. The value of the tender will be approximately 70 million Colombian pesos, or about $4 million. Bids may be written in the language of the country of origin, and all prices must show the equivalent in U.S. dollars.

Copies of the announcement, but not the tender, explaining the above information and how to register for bid participation, are available to firms in the U.S. from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50 per copy and the Export Control Regulations are priced at $12 for the year. Both publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

• indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

011 Field crops farms

SWEDEN—Field seeds; Agrostis Tenuis, Poa Pratensis. Agency and direct purchase. W. Weibull AB (retailer, agent, wholesaler), Foreningsgatan 217, S-261 51 Landskrona. WTD 5/69.

019 Miscellaneous agriculture

IVORY COAST—Hibiscus, other American tropical plants. Requests replies in French. M. G. Muratelle, Gerant, L'Horticulture Tropicale (horticulturist), B.P. 1942, Abidjan. WTD in preparation.

MALAWI—Seeds for flowers, shrubs for tropical growth. Illustrated catalogs, prices in £ sterling requested. Hotel Services, Ltd. (wholesaler), P.O. Box 84, Salima. WTD 5/69.

204 Grain mill products

MALAWI—Concentrates for animal, poultry feeds. Poultry & Farmers' Co-operative Society Ltd. (cooperative), P.O. Box 379, Limbe. WTD 4/69.

221 Broad woven fabric mills, cotton

MALAWI—Cotton curtain lining textiles. Samples, prices in £ sterling requested. Vincent

Furniture (Pvt) Ltd. (retailer), P.O. Box 930, Blantyre. WTD 4/69.

Cotton shirtings, all grades including seconds, plain or patterned. Samples, catalogs, prices in £ sterling requested. London Agencies (wholesaler, retailer, agent), P.O. Box 970, Blantyre. WTD 11/68.

NIGERIA—Blend yarns No. 30/2 dyed, 65% polyester/35% cotton; and 65% polyester/35% viscose up to 50%/50%. Matzen & Timm (Nigeria) Ltd., Textile Dept. (importer, wholesaler, manufacturer, sales/indent agent), 50 Burma Rd., P.O. Box 333, Apapa. WTD 8/68.

222 Broad woven fabric mills, manmade fiber, silk

MALAWI—Suit, trouser materials; all grades, including seconds. Samples, prices in £ sterling requested. London Agencies (wholesaler, retailer, agency), P.O. Box 870, Blantyre. WTD 11/68.

223 Broad woven fabric mills, wool

MALAWI—Suitings, trouser textiles, wool, wool/mixed; chiefly light weights; include seconds. Samples, prices in £ sterling requested. London Agencies (wholesaler, retailer, agent), P.O. Box 870, Blantyre. WTD 11/68.

225 Knitting mills, products

MALAWI—Curtain materials for interior drapes; all grades. Samples, catalogs requested. Vincent Furniture (Pvt) Ltd. (retailer), P.O. Box 930, Blantyre. WTD 4/69.

229 Textile goods

PORTUGAL—Nylon flock. Direct purchase and agency. IPETEX (manufacturer), Sociedade de Industrias Pesadas Texteis, Sarl., Avenida 24 de Julho 170, Lisbon 2. WTD in preparation.

232 Men's, youths', boys' furnishings, work clothing

FRANCE—Army surpluses, second-hand clothes for men, youths, including vests, bluejeans, trappers' buckskin jackets, motorcycle leather jackets, far-west type leather waistbelts, related articles suitable for sale in "Carnaby Street" style retail shop. S. Levin (dealer), 7 Place Commerciale; 31- Toulouse-Jolimont, Haute-Garonne. WTD in preparation.

SWITZERLAND—Men's, boys' sport clothing, camp clothes, sport jackets, pants, ski suits, wash suits, sport shirts, T-shirts, flannel shirts. Direct purchase and agency. Kurt Roggwiller (importer, distributor), Lehnhaldenstr. 26, 9014 St. Gallen. WTD 5/69.

233 Women's, misses', juniors' outerwear

MALAWI—Polyester outerwear for women, children; chiefly lightweight; all qualities, including seconds. Catalogs, sample materials, price lists in £ sterling requested. London Agencies (wholesaler, retailer, agent), P.O. Box 870, Blantyre. WTD 11/68.

235 Hats, caps, millinery

IVORY COAST—Long visored hats for fishing, tennis, golf. Requests replies in French. M. A. Lambourg, Le Fanion Sports (importer, distributor, retailer), B.P. 1029, Abidjan. WTD in preparation.

242 Sawmills, planing mills

ITALY—Douglas-fir, pitch-pine. Scannapieco & Rizza (importer, wholesaler), 2/4/6 Via Giovanni da Verrazzano, 90142 Palermo. WTD 5/69.

Douglas-fir, pitch-pine. Dott. Felice Gianneri (importer, wholesaler), 133 Via Francesco Crispi, 95131 Catania. WTD 5/69.

243 Millwork, veneer, plywood, prefabricated structural wood products

TRINIDAD, W.I.—One-eighth, three-fourth inches plywood. Direct purchase and agency. Spencer J. Kirton Ltd. (importers, manufacturers' representatives), 44/46 South Quay, Port of Spain. WTD 5/68.

251 Household furniture

MALAWI—Baby and juniors' cribs, cots. Catalogs, prices in £ sterling requested. Vincent Furniture (Pvt) Ltd. (retailer), P.O. Box 930, Blantyre. WTD 4/69.

Metal furniture, fittings for hotels, hotel kitchens, lounges, resorts, beach sites. Illustrated catalogs, prices in £ sterling requested. Hotel Services Ltd. (wholesaler), P.O. Box 84, Salima. WTD 5/69.

264 Converted paper, paperboard products

KENYA—Wax laminated board, 0.24" caliper, 300,000 sheets; .018" cal. wax laminated board, 600,000 sheets; wax laminated board FIN CAL. .020, 240,000 sheets; wax laminated board FIN CAL. .034, 62,000 sheets. Requests prices c.i.f. Mombasa. Detailed specifications available from Trade Opportunities Staff, BDSA-541, Rm. 4053, U.S. Department of Commerce, Washington, D.C. 20230. Messrs. R. Strauss & Partners (importer, agent, manufacturers' representative), Lullington House, Queensway, P.O. Box 5617, Nairobi. WTD in preparation.

281 Industrial chemicals

MALAYSIA—Calcium carbide. Direct purchase and agency. Malayan Produce Co. (importer, wholesaler, indent agent, exporter), 21 Beach St., Penang. WTD 5/69.

VENEZUELA—Pigments for paint manufacture. Distribution for entire country. Requests replies in Spanish. Pinturas Tuy, C.A. (manufacturer), Calle Lecuna No. 11, Boleita, Caracas, Apartado No. 70.115 (Los Ruices), Caracas. WTD 5/69.

282 Synthetic materials

GERMANY—Duroplastics such as phenolic resins, melamin, polyester, special types; thermoplastics, special types; acrylic resins (dispersion, also modified); plastic auxiliaries. Direct purchase and agency for Europe. Resart-IHM Aktiengesellschaft (manufacturer), 65 Mainz, Postfach 3440. WTD 5/69.

ISRAEL—Plastics raw materials such as low pressure polyethylene, polypropylene, polystyrene, PVC in suspension, polyamides, polycarbonates. Direct purchase and representation. Joseph Pekelman-Import Trading House Ltd. (importer, manufacturers representative, distributor), 2 Zevulum St., Tel Aviv. WTD 4/69.

MALAYSIA—Polyethylene, polypropylene, polystyrene resins. Hock Cheang Trading Corp. (importer, sales agent), 151-A Victoria St., Penang. WTD 5/69.

NETHERLANDS—Raw materials for manufacture of denture materials, denture acrylics. Dentimex (importer), P.O. Box 10, Zeist. Attn: K. Dijk. WTD 5/69.

PORTUGAL—High and low density synthetic resins, including polyethylene, polypropylene, and polystyrene, virgin, for blowing, extrusion, injection-molding of plastic film, tubing. Direct purchase and agency. Sepulchre-Comercio, Industria e Navegacao, S.A.R.L. (importer, exporter, shipping agent), Calcada de Santos 19-2°., Dto., Lisbon. WTD in preparation.

283 Drugs

ISRAEL—Drugs, pharmaceuticals, pharmaceutical chemicals in manufacturers' containers, also bulk form. Direct purchase and sole agency. Breiman's Pharmacy (importer, retailer, agent), 56 Allenby Rd., Tel Aviv, P.O. Box 4773. WTD 4/69.

MALAWI—Vaccines, veterinary medicines for poultry, cattle, pigs, horses. Poultry & Farmers' Co-operative Society Ltd. (cooperative), P.O. Box 370, Limbe. WTD 4/69.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

AUSTRIA—Perfume bases, scents, additives, semi-finished products, finished decorative cosmetics. BYK Chemisch- pharmazeutische Produkte Ges.m.b.H. (importer, agent), Murlingengasse 42, P.O. Box 21, A-1121 Vienna. WTD 4/69.

ISRAEL—Cosmetics, toilet articles, related items. Direct purchase and sole agency. Breiman's Pharmacy (importer, retailer, agent), 56 Allenby Road, Tel Aviv, P.O. Box 4773. WTD 4/69.

287 Agricultural chemicals

PORTUGAL—Fertilizers, insecticides, other agricultural pesticides. Direct purchase and agency. Sepulchre-Comercio Industria e Navegacao, S.A.R.L. (importer, exporter, shipping agent), Calcada de Santos 19-2°. Dto., Lisbon. WTD in preparation.

289 Chemical products

PORTUGAL—Heat insulating compounds. Wandschneider & Ca. Lda. (importer, wholesaler, manufacturer), Avenida Infante Santo 50-3°. Dto., Lisbon. WTD in preparation.

291 Petroleum refining

MALAYSIA—Foundry cokes standard specification up to 80 mm granulations, preferably loose. Direct purchase and agency. Malayan Produce Co. (importer, wholesaler, indent

agent, exporter), 21 Beach St., Penang. WTD 5/69.

307 Plastic products

MALAWI—Plastic utensils, dishes, food containers, bags, trays, suitable for hotel services, catering supplies. Illustrated catalogs, prices in £ sterling requested. Hotel Services Ltd. (wholesaler), P.O. Box 84, Salima. WTD 5/69.

SWITZERLAND—Plastic builders' hardware items, hooks, pegs, wardrobe sets. Requests replies in German. Direct purchase and agency. Rudolf Faber (manufacturer, distributor), Mattackerstrasse 17, 8052 Zurich. WTD 5/69.

Dinnerware, gloves, plastic novelties, hobby items, kits, boats. Kurt Roggwiller (importer, distributor), Lehnhaldenstr. 26, 9014 St. Gallen. WTD 5/69.

311 Leather tanning, finishing

GERMANY—Suede shearling leather, and rawhide, sheepskin, kid. H. Fisker (manufacturer, wholesaler), 6456 Langenselbold, Am Bahnhof. WTD 5/69.

326 Pottery, related products

TRINIDAD, W.I.—Complete range of vitreous china plumbing fixtures, bathroom fittings, accessories. Direct purchase and agency. Spencer J. Kirton Ltd. (importers, manufacturers' representatives), 44/46 South Quay, Port of Spain. WTD 5/68.

329 Abrasive, asbestos, nonmetallic products

PORTUGAL—Mineral insulation products, including mineral wools, fiberglass, glass wool, asbestos, silica minerals. Wandschneider & Ca. Lda. (importer, manufacturer, wholesaler), Avenida Infante Santo 50-3°. Dto., Lisboa. WTD in preparation.

331 Steel mill products

ECUADOR—Construction iron. Acero Comercial Ecuatoriana, S.A. (importer), Casilla 3531, Guayaquil. WTD 12/68.

MALAYSIA—Tin plates. Direct purchase and agency. Malayan Produce Co. (importer, wholesaler, indent agent, exporter), 21 Beach St., Penang. WTD 5/69.

PAKISTAN—Electric resistance seamless, seamwelded black steel pipes, specification API 15L, sixteen and twenty inches diameter, length thirty five feet. Requests quotations, C.&F., Karachi. Dawood Petroleum Ltd. (importer), Dawood Centre, Karachi-4. WTD in preparation.

342 Cutlery, hand tools, general hardware

GERMANY—Hand tools, tool-sets for do-it-yourself. Requests price quotations c.i.f. European ports. Requests replies in German. Direct purchase and agency. C. Ed. Rueggeberg (importer, exporter, wholesaler), 563 Remscheid, Postfach 100728. WTD 5/69.

Supply tool kits for emergency repairs of oil, gasoline tanks, household and industrial. Requests price quotations c.i.f. Bremen. Requests replies in German. Direct purchase and agency. Karl Ramms Jr. (manufacturer, wholesaler, exporter, importer), 42 Oberhausen-Sterkrade, Koenigstrasse 101. WTD 5/69.

SWITZERLAND—Miscellaneous builders' hardware, hooks, pegs, wardrobe sets, door window hardware. Requests replies in German. Direct purchase and agency. Rudolf Faber (manufacturer, distributor), Mattackerstrasse 17, 8052 Zurich. WTD 5/69.

343 Heating apparatus, plumbing fixtures

GERMANY—Heating and air conditioning combination units. Direct purchase and agency. Carl Meentzen & Co. (importer, wholesaler, exporter), 9 Hinter der Mauer, P.O. Box 755, 28 Bremen 1. WTD 5/69.

351 Engines, turbines

MALAWI—Outboard motors for lake pleasure, fishing craft. Illustrated catalogs, prices in £ sterling requested. Hotel Services Ltd. (wholesaler), P.O. Box 84, Salima. WTD 5/69.

Valuable series

Which overseas markets have been good customers for products like yours, so that you can select those that show best future potential?

An excellent place to start your investigation is the U.S. statistics on exports—the Census Bureau's FT-410 series, which shows exports, by commodity, to country of destination.

From these monthly reports, you can learn which of some 169 countries have bought any of more than 3,000 U.S. products. By checking U.S. exports of your products for three or four years, you can determine which countries have been the largest and most consistent markets. In some instances, the FT-410 statistics will also give you an indication of the average price for your product in a given market.

"Introductory Guide to Exporting," revised April 1969 by U.S. Department of Commerce

353 Construction, mining, materials handling machinery, equipment

GERMANY—Fork lift trucks, conveyor systems, equipment. Direct purchase and agency. Carl Meentzen & Co. (importer, exporter, wholesaler), 9 Hinter der Mauer, P.O. Box 755, 28 Bremen 1. WTD 5/69.

Monorails for building contractors; dumpers, mobile and truck mounted cranes up to 45 tons, other material handling equipment for building contractors. Requests price quotations c.i.f. German or Dutch ports. Direct purchase and agency. Robb Baumaschinen GmbH. (importer, exporter, manufacturer, wholesaler, retailer, contractor), 4 Duesseldorf-Reisholz, Nuernbergerstrasse 22. WTD 4/69.

SWITZERLAND—Conveyor systems for chemicals, plastics, food. Ingenieurbureau Dr. Brehm AG (importer, distributor), Badenerstrasse 29, 8004 Zurich. WTD 2/68.

SWEDEN—Any type of novelty equipment, preferably patented, for heavy- and building industries. Ingeniorsfirma Ulf-Goran Stiebel AB (agent, importer, engineer), 37 Molkolmsbacken, S-123 47 Farsta. WTD 5/69.

354 Metalworking tools

● **PAKISTAN**—Supply of handtools, cutting tools, and measuring instruments, including: 100 wrench sets, 55 machinist vises, 20 pipe cutters, 500 high speed tool bits, 14 tap and die sets, 10 twist drill sets, 38 national fine taps, 60 telescope gauges, 20 hardened squares, 9 micrometers, and 20 scribers. Tender No. S-9/196/SCI/68-69.

Bid deadline July 15.

Supply of handtools, gauges, and cutting tools, including: four 42″ combination brake and folders, four 36″ ft. squaring shears, four 36″ slip rolls, 65 machinist vises, 20 tap and die sets, 260 drills—various sizes, 120 wood chisels, 200 wood gouging tools, 50 nippers, 24 fillet gauges, 4 micrometers, etc. Tender No. S-9/196/SCI/68-69/Group/6C/IDA/M.

Bid deadline July 31.

Information on above tenders available from: Directorate of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca-2, Pakistan.★ (Telephone: 202-967-5652).

355 Special industry machinery

ISRAEL—Machinery for manufacture of thermometers of prismatic and round glass. Madad Thermometers Ltd. (manufacturer, importer, exporter), P.O. Box 63, Sderot. WTD in preparation.

MALAWI—Commercial catering equipment, including bakery machinery, utensils; bottling machinery; canning machinery; coffee grinders; food grinders, extracters, mixers; ice-cream machines; packing, slicing and sealing equipment. Illustrated catalogs, prices in £ sterling requested. Hotel Services Ltd. (wholesaler), Post Office Box 84, Salima. WTD 5/69.

NETHERLANDS—Dispensing machine for soft ice cream. Agency or direct purchase. Technische Industrie en Handelsvennootschap Odino N.V. (importer, manufacturer, exporter), 51 Seinpoststraat, Scheveningen, The Hague. WTD 1/68.

SWITZERLAND—Food processing machinery, chemical manufacturing industry machinery, plastic working machinery, sieving machinery, centrifuges, crushers, mills, chopper, tablet making machines. Direct purchase and agency. Ingenieurbureau Dr. Brehm AG (importer, distributor), Badenerstrasse 29, 8004 Zurich. WTD 2/68.

THAILAND—Machinery for producing electronic parts such as electrolytic condensers, variable condensers, printed circuit boards. Requests catalogs, brochures, c.i.f. Bangkok prices. Chantapha Industries Co., Ltd. (importer, manufacturer), 180 Visutkasat Rd., Bangkok. WTD in preparation.

TRINIDAD, W.I.—Small offset printing presses. Direct purchase and agency. Graphic Arts Sales & Service (importers, retailers), 14C Saddle Rd., Box 1214, Port of Spain. WTD 12/68.

356 General industrial machinery

PAKISTAN—Two plants for purifying natural gas, each having daily capacity of 120 mm cubic feet; ancillary equipment, spare parts. Requests quotations, C. & F., Karachi. Dawood Petroleum Ltd. (importer), Dawood Centre, Karachi-4. WTD in preparation.

PHILIPPINES—Pumps; domestic, household. Nomar Trading Corp. (importer, wholesaler, retailer, indentor), 210 Tomas B. Morato Ave., Quezon City. WTD 5/69.

357 Office, computing, accounting machines

SWEDEN—Computer peripheral equipment, instruments. Direct purchase and agency. Tel Inter AB (agent, importer), 48 Filipstadsbacken, S-123 21 Farsta. WTD 5/69.

358 Service industry machines

GERMANY—Air conditioning equipment, complete units; domestic, industrial. Direct purchase and agency. Carl Meentzen & Co. (importer, wholesaler, exporter), 9 Hinter der Mauer, P.O. Box 775, 28 Bremen 1, Germany. WTD 5/69.

359 Machinery

TAIWAN—Machinery for making spring needles, to be used in knitting industry; sewing machine needles. Chien Tai Trading Co., Ltd. (importer, exporter), 47-1 Nei Chiang St., Taipei. WTD in preparation.

361 Electric transmission, distribution equipment

● **INDIA**—Supply of two electric logging units and associated equipment capable of obtaining and producing a graphic record of resistivity and potentials in bore holes up to a depth of 1500 ft. Required in connection with the construction of tube wells in order to know correct condition of various components and elements. Tender No. 218/11/1323-31.3.69, bid deadline July 8. Requested by the Director General, Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi-1, India. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

● **SINGAPORE**—Supply of 35,000 units of single phase integrating kilowatt-hour meters. Bid deadline June 24.

Tender conditions and specifications available from issuing agency: Public Utilities Board, Electricity Department, Room No. 232, Second Floor, City Hall, Singapore 6, Singapore.

362 Electrical industrial apparatus

SWEDEN—Automatic measuring controls. Direct purchase and agency. Promatic (agent, importer), 49 Angsholmsgrand, S-127 04 Skarholmen. WTD 5/69.

363 Household appliances

MALAWI—Chicken roasting machinery, electric, 220/240 cycle. Illustrated catalogs, prices in £ sterling requested. Poultry & Farmers' Cooperative Society Ltd. (cooperative), P.O. Box 370, Limbe. WTD 4/69.

Supply hotel appliances; refrigerators, freezers, outdoor cooking stoves, electric and kerosene cooking ranges, laundry machinery, fans, grills, toasters, mixers, dishwashing machines. Illustrated catalogs, prices in £ sterling requested. Hotel Services Ltd. (wholesaler), P.O. Box 84, Salima. WTD 5/69.

SOUTH AFRICA—Home appliances. Seeks distribution and franchise arrangements. Penquin Poolquip Holdings Ltd. (manufacturer), P.O. Box 39033, Bramley, Transvaal. WTD 5/69.

365 Radio, television receiving sets

REPUBLIC OF SOUTH AFRICA—Television sets. Seeks distribution and franchise arrangements. Penquin Poolquip Holdings Ltd. (manufacturer), P.O. Box 39033, Bramley, Transvaal. WTD 5/69.

366 Communication equipment

● **IRELAND**—Supply of various types of telephone sets with quantities varying from 40 to 3,500. Tender No. SDIC/198, bid deadline July 18. The Controller of Stores, Aldborough House, Dublin 1.★ (Telephone: 202-967-4823).

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

Information and advice is available from these offices on: foreign markets for U.S. products and services, economic facts on foreign countries, firms with marketing facilities in foreign countries, trade and investment opportunities abroad, Government financing aid to exporters, foreign exchange regulations and procedures, export and import statistics.

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 843-2386.
ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Bldg. Area Code 907 Tel. 272-6531.
ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.
BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.
BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.
BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.
BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.
CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.
CHARLESTON, W. VA., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6181 Ext. 375 and 376.
CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Area Code 307 Tel. 634-5920.
CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4400.
CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.
CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.
DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.
DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.
DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.
DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.
GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.
HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. Area Code 203 Tel. 244-3530.
HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808 Tel. 546-5977.
HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 226-4231.
JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.
KANSAS CITY, MO., 64106, Room 2011, 11 Walnut St. Area Code 816 Tel. 374-3141.
LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2833.
MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.
MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.
MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.
MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 725-2133.
NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.
NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212 Tel. 264-0634.
PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.
PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.
PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.
PORTLAND, ORE., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.
RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.
RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.
ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.
SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.
SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.
SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.
SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.
SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

PORTUGAL—VHF-FM transceivers, including antenna, for mobile and boat use, in frequency bands 29.7 to 41 MHZ; 68-87.5 MHZ; 156-174 MHZ; channel spacing 25 KHZ, maximum deviation 5 KHZ. Direct purchase and agency. Termoelectronica-Genia, Lda. (importer, distributor, wholesaler), Rua das Flores 71-3°., Lisbon 2. WTD 3/69.

371 Motor vehicles, motor vehicle equipment

AUSTRALIA—Automotive equipment and accessories; multiple fitting items such as mirrors, emblems, electrical equipment (generators, etc.); full range of related replacement, additive supplies. Brian Lawlor, Man. Dir., Brian Lawlor Automotive Pty. Ltd. (importer, distributor, wholesaler), 12a Northcote St., St. Leonards, New South Wales 2065. WTD in preparation.

COLOMBIA—Spare parts, accessories for automotive vehicles. Mesa Hermanos-Almacen de Repuestos (importers, wholesalers, retailers), Carrera 14 No. 9-52 Apartado Aereo No. 6165, Bogota. WTD 4/69.

PHILIPPINES—Automotive parts, accessories. Direct purchase and agency. Filipinas Chemical Corp. (importer, wholesaler, indentor, manufacturer), 220 Biak-na-Bato St., Quezon City. WTD 4/69.

382 Instruments for measuring, controlling, indicating physical characteristics

SWEDEN—Measuring, controlling instruments for industry. Direct purchase and agency. Promatic (agent, importer), 49 Angsholmsgrand, S-127 04 Skarholmen. WTD 5/69.

394 Toys, amusement, sporting goods

HONG KONG—Swimming pool equipment, supplies. Eastman Engineers & Traders, 1301 Entertainment Bldg., Queen's Rd. C. WTD 8/68.

MALAWI—Sports goods, amusements for lakeside resorts. Catalogs, prices in £ sterling requested. Hotel Services Ltd. (wholesaler), P.O. Box 84, Salima. WTD 5/69.

Baby carriages, walkers, swings. Catalogs, prices in £ sterling requested. Vincent Furniture (Pvt) Ltd. (retailer), P.O. Box 930, Blantyre. WTD 4/69.

SWITZERLAND—All kinds of technical toys, similar novelties. Ets. Francois Lischer (importer, agent), 1, av. Beaulieu, 1004 Lausanne. WTD in preparation.

399 Manufacturing industries

GERMANY—Fire extinguishing equipment, parts; chemical, others. Requests price quotations c.i.f. Bremen. Requests replies in German. Direct purchase and agency. Karl Ramms Jr. (manufacturer, wholesaler, exporter, importer), 42 Oberhausen-Sterkrade, Koenigstrasse 101. WTD 5/69.

MALAWI—Parchment lampshades, trimmings, fringes. Prices in £ sterling, catalogs or samples requested. Vincent Furniture (Pvt) Ltd. (retailer), P.O. Box 930, Blantyre. WTD 4/69.

593 Antique, secondhand stores

MALAWI—Secondhand mats, carpets in good condition. Vincent Furniture (Pvt) Ltd. (retailer), P.O. Box 930, Blantyre. WTD 4/69.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

239 Fabricated textile products

SWITZERLAND—Bed sets, quilts, mattress pads, similar house furnishings. Reforma-Rheumalind AG (manufacturer, distributor), Barlenstrasse 347, 4122 Neuallschwil. WTD 1/69.

251 Household furniture

SWITZERLAND—Bedsprings. Reforma-Rheumalind AG (manufacturer, distributor), Barlenstrasse 347, 4122 Neuallschwil. WTD 1/69.

252 Office furniture

SWITZERLAND—Office fixtures, filing systems, novelties only. Auto-Doppik AG (distributor), Attn: W. Kaderli, pres., Ave. de la Gare 6, 2500 Bienne. WTD 6/68.

Metal cabinets for punched cards, magnetic tapes, discs. Rolf Schneider (agent, distributor), Im grunen Hof 35, 8133 Esslingen. WTD 5/69.

259 Furniture, fixtures

NETHERLANDS—Storage cabinets for hospitals, institutional use. Exclusive representation for Benelux area. Witra N.V. (importer, distributor), 2-5a Scheldestraat, The Hague. WTD in preparation.

262 Paper mills, products

SWITZERLAND—All kinds of paper waste. Holparec S.A. (agent, distributor), 28, Rue St. Pierre, 1701 Fribourg. WTD 5/69.

264 Converted paper, paperboard products

ARGENTINA—Decorated wall-paper; also interested in manufacturing wall-paper under license. Requests replies in Spanish. Distribuidora Melto S.A.I.C. (manufacturer), a/c Carlos A. Rioboo, Entre Rios 739, Buenos Aires. WTD in preparation.

281 Industrial chemicals

SWITZERLAND—Inorganic, organic raw chemicals for industrial application. Liebermann Waelchli & Co. AG (agent, distributor), Talstrasse 62, 8001 Zurich. WTD 5/69.

282 Synthetic materials

HONG KONG—Polystyrene granules; polypropylene, polyethylene powders. Arnhold Trading Co., Ltd. (importer, agent, distributor, exporter, engineer), P.O. Box 124. WTD 8/68.

283 Drugs

SWITZERLAND—Products for treatment of various veins, leg diseases to be sold by specialized stores. Salzmann AG (agent, distributor), Attn: Mr. Brack, Geltenwilenstrasse 18, 9001 St. Gallen. WTD in preparation.

Human, veterinary pharmaceutical preparations. Liebermann Waelchli & Co. AG (agent, distributor), Talstrasse 62, 8001 Zurich. WTD 5/69.

291 Petroleum refining

ITALY—Petroleum sulphonates. Lubrolux Oil Co. (representatives, commission agent), Via Pietro Verri 10, Milano. WTD 4/69.

342 Cutlery, hand tools, general hardware

SWITZERLAND—Novelty hardware items, especially small hand tools (also power driven) for use in home-workshops. Theo Krebs, Apparatebau (importer, distributor), Bahnhofstrasse 31, 8280 Kreuzlingen. WTD 12/69.

353 Construction, mining materials handling machinery, equipment

NETHERLANDS—Fork lift and reach-trucks, gasoline and electric powered, also for handling bricks; overhead conveyors for in-plant use; special mobile cranes, electric and gasoline powered, up to 8 tons lifting capacity; special vehicles for in-plant materials handling use; machines for unloading and handling heavy-duty tires; special materials handling equipment for hospital, institutional use, such as movable tray racks. Exclusive representation for Benelux area. Witra N.V. (importer, distributor), 2-6a Scheldestraat, The Hague. WTD in preparation.

NIGERIA—Cranes, other equipment for ships, heavy machinery used by ports. Shamco (wholesaler, retailer), 43/47 Balogun St., P.O. Box 2683, Lagos. WTD in preparation.

354 Metalworking machinery

SWITZERLAND—Automotive maintenance, test equipment. Walchli & Bollier AG (importer, distributor), Forrlibuckstrasse 110, 8040 Zurich. WTD 4/69.

356 General industrial machinery

ITALY—Smoke alarms, ionization chambers and their signaling control rooms for fire fighting systems. Requests replies in Italian, French. O.M.E.G.A. (manufacturer), Via Rombon 19, Milano. WTD 3/69.

357 Office, computing, accounting machines

NETHERLANDS—Weight controllers for fork lift trucks. Exclusive representation for Bene-

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him and yourself.

Ask the Department of Commerce Field Office for advice.

lux area. Witra N.V. (importer, distributor), 2-6a Scheldestraat, The Hague. WTD in preparation.

SWITZERLAND—Small computers, input/output equipment. Computer AG (agent, distributor), Bleicherweg 7, 8002 Zurich. WTD 4/68.

THAILAND—Pocket calculating machines. Exclusive agency. Requests catalogs, brochures, c.i.f. Bangkok prices. D.H.A. Siamwalla Ltd. (importer, wholesaler), 210 Suriwongse Rd., Bangkok. WTD in preparation.

358 Service industry machines

SWITZERLAND—Car wash systems. Walchli & Bollier AG (importer, distributor), Forrlibuckstrasse 110, 8040 Zurich. WTD 4/69.

THAILAND—Room airconditioners, 10,000-25,000 BTU. Exclusive agency. Requests catalogs, brochures, c.i.f. Bangkok prices. Chantapha Industries Co., Ltd. (importer, manufacturer), 180 Visutkasat Rd., Bangkok. WTD in preparation.

361 Electric transmission, distribution equipment

SWITZERLAND—Automotive electrical testing equipment. Walchli & Bollier AG (importer, distributor), Forrlibuckstrasse 110, 8040 Zurich. WTD 4/69.

Sweep, wave and pulse generators, frequency meters, counter and timers. Metravel SA (agent, distributor), Chemin de la Dode, 1213 Onex-Geneva. WTD 10/68.

VENEZUELA—Magnetic meters, circuit breakers (power). Agency for Caracas, western, eastern states of Venezuela. Requests replies in Spanish. C.A. Tecnica Electrica ("CATEL"), (importer, distributor, sales agent), Apartado No. 40215 (Nueva Granada), Caracas, Edificio Zenith, Local "A", Avenida Las Aulas, Los Chaguaramos, Caracas. WTD 5/69.

363 Household appliances

NETHERLANDS—Food-warmers for hospitals, institutional use. Exclusive representation for Benelux area. Witra N.V. (importer, distributor), 2-6a Scheldestraat, The Hague. WTD in preparation.

THAILAND—Gas stoves, electric refrigerators five to 16 cu. ft. Exclusive agency. Requests catalogs, brochures, c.i.f. Bangkok prices. Chantapha Industries Co., Ltd. (importer, manufacturer), 180 Visutkasat Rd., Bangkok. WTD in preparation.

364 Electric lighting, wiring equipment

VENEZUELA—Lightning rods, connectors for cables; lamps; electric, incandescent, explosion-proof. Agency for Caracas, western, eastern states of Venezuela. Requests replies in Spanish. C.A. Tecnica Electrica "CATEL" (importer, distributor, sales agent), Apartado No. 40215 (Nueva Granada), Caracas, Edificio Zenith, Local "A", Avenida las Aulas, Caracas. WTD 5/69.

366 Communications equipment

MEXICO—Cable amplified television installations. C.C.S. de Mexico, Division of representaciones Electronicas Del Norte, S.A. (exporter, retailer, agent), Avenida F.I. Madero Pte. 2907, Monterrey, Nuevo Leon. WTD 4/69.

367 Electronic components, accessories

ISRAEL—All kinds of electronic devices for industrial, military use. Ashborn Ltd. (importer, agent, distributor), 42 Achad Haam St., Tel Aviv. WTD 3/69.

SWITZERLAND—Magnetic recording tapes, including cassette type for distribution in Switzerland and/or Europe. Marketing Consignment Purchasing SA (importer, distributor), 40 rue des Vollandes, 1207 Geneva. Attn: J. Bouchet-Lassale, president. WTD 4/69.

Relays, all kinds of small auxiliary accessories for electronic applications. H. C. Summerer Ltd. (agent, distributor), Elektrotechnische Erzeugnisse, Sonneggstr. 74, 8006 Zurich. WTD in preparation.

381 Engineering, laboratory, scientific, research instruments

SWITZERLAND—Dust sampling, analysis equipment, gas analyzing equipment. Ingenieurburo Oskar Mengeu (consulting engineers, manufacturers' representative), St. Gallerstrasse 10, 8353 Elgg. WTD 5/69.

384 Surgical, medical, dental instruments

ITALY—Dental equipment, supplies. Requests replies in French, Italian. Ivan M. Ilic (importer, wholesaler), Via Francesco Sforza 19, Milan. WTD 1/69.

NETHERLANDS—Dental instruments, denture materials, other dental equipment. Exclusive representations requested for Netherlands, Western Europe. Dentimex (importer, exporter, distributor), P.O. Box 10, Zeist. Attn: Mr. K. Dijk. WTD 5/69.

PHILIPPINES—Surgical equipment including anesthesia machines, hospital beds, infant incubators, resuscitators, operating tables, water sterilizers, electro-surgical electrode, related items; dental equipment including abrasive points, dental chairs, burs, airotor hand piece, related items. Philippine American Drug Co. (importer, wholesaler, indentor), 308-316 Escolta, Manila. WTD 3/69.

386 Photographic equipment

PHILIPPINES—Films, projectors, accessories. Philippine American Drug Co. (importer, wholesaler, indentor), 308-316 Escolta, Manila. WTD 3/69.

393 Musical instruments, parts

SWITZERLAND—Musical instruments, especially electrical musical instruments. Sax-O-Matic (agent, distributor), 3 Rue Versonnex, 1207 Geneva. WTD 5/69.

394 Toys, amusement, sporting goods

SWITZERLAND—Archery bows, arrows, balls, boomerangs, boxing equipment, caddy carts, exercising machines, golfing equipment, hockey equipment, playground equipment, tennis rackets, skin diving equipment. Kurt Roggwiller (importer, distributor), Lehnhaldenstr. 26, 9014 St. Gallen. WTD 5/69.

395 Pens, pencils, office, artists' materials

SWITZERLAND—Inked computer ribbons, carbon paper. Rolf Schneider (agent, distributor), Im grunen Hof 35, 8133 Esslingen. WTD 5/69.

Novelty office supplies such as pens, pencils, carbon paper, marking devices. Auto-Doppik AG (distributor), Attn: W. Kaderli, pres., Avenue de la Gare 6, 2500 Bienne. WTD 6/68.

Leads for Importers

Commodities are offered direct unless specified

012 Fruit, tree nut, vegetable farms

IVORY COAST—Unprocessed kola nuts. Requests replies in French. M. Soki Diabate, SIAMAR (importer, exporter), B.P. 400, Abidjan. WTD in preparation.

106 Ferroalloy ores

MALAYSIA—Wolframite, approx. 10 tons per month. Park & Francis (1954) Ltd. (agent, exporter), P.O. Box 66, Kuala Lumpur.

109 Miscellaneous metal ores

MALAYSIA—Ilmenite, approx. 3,000 tons; monazite, approx. 20 tons per month. Park & Francis (1954) Ltd. (exporter, agent), P.O. Box 66, Kuala Lumpur. WTD 5/69.

208 Beverage industries

FRANCE—Bordeaux red wine (Ieres Cotes) of classified quality, in 75-centiliter glass bottles. Wholesale exportation, direct to importers, except in western part of U.S. Guillot, Jean (exporter, wine-grower), Domaine de Bouteilley, 33- Yvrac, Gironde. WTD in preparation.

399 Manufacturing industries

BRAZIL—Horsehair shaving brushes. Industria Batil S.A. (manufacturer), Rua Arruda Alvim 331, Jardim America, Sao Paulo, S.P. Attn: Luiz Battiloro, Jr., vice-pres. WTD 4/69.

505 Farm products, raw materials

NIGERIA—Cocoa; cotton lint; palm kernels; groundnuts (peanuts); beans seeds; soya beans; cotton and castor seeds; gum arabic; chillies; ginger; alligator pepper; kapok, coffee. Allbright Trading Co. (exporter), 1 Gbaja Market Flats, P.O. Box 219, Surulere, Lagos. WTD in preparation.

South Africa discloses plans for harbor project

South African Railways and Harbours, Cape Town, Cape Province invites tenders on the design and construction of a sea-wall entrance works and breakwater extension for Table Bay Harbour (Tender No. CCE. 825). This constitutes the first phase of the 99.6 million rand (approx. $139.4 million) extension scheme to this harbor. This first contract will reportedly cost between 10-15 million rand (approx. $14-20 million).

Bid deadline is July 25.

Tender documents may be inspected at the office of the South African Railways Representative, 655 Madison Ave., New York, N.Y. 10021. One copy of tender documents per firm may be obtained from this office on payment of a deposit of 20 rand (approx. $28).

Ceylon to buy equipment for highway project

The Chairman, Tender Board, Ministry of Public Works, Posts and Telecommunications, Transworks House, Colombo 1, has issued a tender for bids on a variety of equipment to be used in highway projects in Ceylon.

The equipment listed below will be purchased under an existing credit: stake bed trucks (5 ton), dump trucks (5 and 9 tons), lorries (5 and 9 tons), pick-up trucks (1 ton), four wheel drive compacts, personnel vehicles (station wagons), crane crawler, front-end loader (power shovels), motor graders, vibrating rollers, bituminous sprayers, compressors, concrete mixers, dumpers (1 ton), portable crushers (25 tons/hour), portable granulators (15 tons/hour), portable crushers (10 tons/hour), portable granulators (10 tons/hour), tractor-trailer combination (low bed), fork lift truck, tilt top trailer, mobile crane (hydraulic), industrial wheel tractor with trailer, workshop hand tools, and workshop machine tools. Tender No. CS 3/69, bid deadline Aug. 15.

A copy of the tender is available from the Ceylon Embassy, 2148 Wyoming Ave., NW., Washington, D.C. 20008; or, from the GIE Div. BDSA-647. Dept. of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-5585).

Pakistan cites needs for new sewage system

The Dacca Water Supply and Sewerage Authority is asking for bids on the following sewer pipe items: polyvinyl chloride plastic (PVC) pipes for sewer lines: 303,000 ft. of 4″ dia., 8,910 ft. of 6″ dia., 196,000 ft. of 8″ dia., 16,500 ft. of 10″ dia., 31,000 ft. of 12″ dia., 8,000 ft. of 14″ dia., 7,000 ft. of 16″ dia., 33,500 ft. of 18″ dia.; reinforced concrete pipe for sewer mains: 44,000 ft. of 24″ dia.; polyvinyl chloride wyes sewer mains: 34 units of 18″ x 6″, 34 units of 18″ x 4″, 7 units of 16″ x 6″, 7 units of 16″ x 4″, 8 units of 14″ x 6″, 160 units of 14″ x 4″, 31 units of 12″ x 6″, 1,240 units of 12″ x 4″, 17 units of 10″ x 6″, 660 units of 10″ x 4″, 200 units of 8″ x 8″, 8,000 units of 8″ x 4″. The contract number of DS2-69.

Bid deadline is July 14.

Tender documents are available free from the Chairman, Dacca Water Supply and Sewerage Authority, 156/157 Motijheel Commercial Area, Dacca-2, East Pakistan—Cable: "WASADAC", Dacca. One set may be viewed in Room 4813, U.S. Department of Commerce, Washington, D.C.★ (Telephone: 202-967-3602).

Tunisia seeks bidders on jetty reinforcement

Contractors interested in prequalifying to bid on the reinforcing work on a jetty at the entrance of the harbor of Bizerte, Tunisia, should submit their applications by June 30, to Monsieur Directeur General de l'Office des Ports Nationaux Tunisiens Batiments Administratifs, Port de La Coulette, Tunisia. The call for tenders will be issued in August.

Applications must include the following information: (a) a statement of the intention to tender, giving the contractor's name(s) and address(es), as well as nationality; (b) information on the organization and articles of association of the company or group, its financial standing, and turnover for the last five years, along with bank details (or the address of the banking concern from which such details may be obtained); (c) references concerning works of the same kind carried out by the applicant during the last five years. All correspondence must be in French.

Visiting Buyers and Officials

AUSTRALIA—Brian Lawlor, managing director, Brian Lawlor Automotive Pty. Ltd., Northcote St., St. Leonards, N.S.W. 2065, **interested in import/distribution of U.S. automotive accessories.** June 19 via New York for nine days. c/o New South Wales Center, 680 Fifth Ave., New York, N.Y. 10019. Itinerary: New York, 6/22-23 Detroit, 6/23-25 Chicago, 6/25-26 Los Angeles, 6/26-28 San Francisco. WTD in preparation.

Geoffrey M. Maley, Neville G. Tonini & Associates Pty. Ltd., 626 Glenferrie Road, Hawthorn, Vic. 3122, **interested in direct purchase/agency for U.S. sales promotion ideas, sales games, sales incentive programs, advertising novelties.** June 30 via San Francisco until July 18. c/o B. D. Maley, 6310 North Kenmore Ave., Apt. 3, Chicago, Ill. 60626; from 5/31-6/20 c/o G. J. Maley, 5775 Yew St., Vancouver, British Columbia, Canada. Itinerary: Seattle, San Francisco, Los Angeles, Chicago, Detroit, Cleveland, New York, Washington, Norfolk, Va. WTD in preparation.

K. H. Brooks, R. G. Brooks & Sons Pty. Ltd., 40 Red Lion St., Rozelle, N.S.W., **interested in agencies or licensing agreements in building industry fields, new equipment and techniques for specialized coating applications, protective and maintenance coating, industrial painting processes, pretreatment systems for metals prior to coating, conventional and electrostatic spray systems, roller coaters, heating and drying methods, handling of materials under such processes.** June 20 via New York for three weeks. c/o New South Wales Center, 680 Fifth Ave., New York, N.Y. 10019. Itinerary: New York, Detroit, Houston, Los Angeles, San Francisco, Honolulu. WTD in preparation.

BRAZIL—Jose Arimatea dos Santos, Radio e Televisao Fortaleza S.A., Rua Major Facundo 844, Fortaleza, Ceara, **interested in U.S. television broadcasting and television broadcasting equipment.** June 23 via Los Angeles for two days. c/o Sheraton West Hotel, 2961 Wilshire Blvd., Los Angeles, Calif. 90005. Itinerary: Los Angeles. WTD 11/68.

INDIA—R. J. Agarwal, dir., Jairamdas Udyog Pvt. Ltd., 17-A/1 Asaf Ali Road, New Delhi 1, **interested in technical collaboration with U.S. firm for manufacture of dry cell batteries and meeting U.S. importers of small tools.** June 18 via Los Angeles for 16 days. c/o Joseph Sear Co., Inc., 784 Ave. of the Americas, New York, N.Y. 10001. Itinerary: Los Angeles, Chicago, Cleveland, New York. WTD 5/69.

JAPAN—Hideki Okada, dir., Kawamura Soshoku Kabushiki Kaisha, 61 Motomachi-dori 5-chome, Ikuta-ku, Kobe, **interested in distributing U.S. high quality home furnishings and importing into U.S. floor coverings, and in meeting manufacturers and distributors of high quality furniture and furnishings.** May 31 via Los Angeles for 40 days. c/o U.S. Department of Commerce Atlanta or Dallas Field Offices. Itinerary: Los Angeles, San Francisco, Denver, Chicago, Detroit, Buffalo, 6/16-21 New York, Washington, Miami, 6/26-29 Atlanta, 6/29-7/1 Dallas, Los Angeles, Honolulu. WTD in preparation.

Hayakazu Kitamure, managing director, Interno Kitamura, 90 Motomachi-dori 4-chome, Ikuta-ku, Kobe, **interested in distributing U.S. home furniture and furnishings of high quality.** May 31 via Los Angeles for 40 days. c/o U.S. Department of Commerce Atlanta or Dallas Field Offices. Itinerary: Los Angeles, San Francisco, Denver, Chicago, Detroit, Buffalo, 6/16-21 New York, Washington, Miami, 6/26-29 Atlanta, 6/29-7/1 Dallas, Los Angeles, Honolulu. WTD in preparation.

NEW ZEALAND—Douglas B. Cunneen, gen. mgr., and A. W. Leslie, deputy chairman, Northland Harbour Board, P.O. Box 141, Whangarei, **interested in all aspects of maritime port operations, particularly containerization.** June 26 via New York until July 5. c/o Waldorf Astoria Hotel, Park Ave. & E. 50th St., New York, N.Y. 10022. Itinerary: 6/26-28 New York, 6/30 Chicago, 7/3-5 San Francisco, Honolulu.

Ian W. G. Phillips, New Zealand Manager, Gilbert Lodge & Co. Ltd., 55 Station Road, Penrose, Auckland 6, **interested in agencies for U.S. machinery, equipment for timber, forestry, pulp, paper industries.** June 27 via New York for 25 days. c/o Chase Manhattan Bank, 1 Chase Manhattan Plaza, New York, N.Y. 10015. Itinerary: New York, Rochester, Bridgeport, Boston, Cleveland, Cincinnati, Chicago, Sheboygan, Wis., Portland, Seattle, Hoquiam, Wash. WTD 3/69.

SOUTH AFRICA—Robert V. Pitman, Geoffrey Seeff & Co. Pty. Ltd., 606 Woolworths Centre, Mostert St., Cape Town, Cape Province, **interested in information on property mutual listings, tract building, general real estate methods, the computer in real estate, and agency for timber and frame homes.** June 23 via New York for four weeks. c/o U.S. Department of Commerce Field Offices en route. Itinerary: Los Angeles 2-3 weeks, San Francisco one week. WTD 5/69.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-924, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country.

American Firms, Subsidiaries and Affiliates—Kenya, May
Business Firms—Ivory Coast, Apr.

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Calendar *for international traders*

ATLANTA—July 9—Businessmen's Consultation, **Richard Garnitz, director, U.S. Tokyo Trade Center.** Sponsor: Commerce Field Office.

ATLANTA—July 31—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

BALTIMORE—June 25—Maryland Regional Export Expansion Council Meeting aboard Maryland Port Authority M.V. NYMPH, Pier 2, Pratt St., 12:30 p.m. Sponsors: REEC, Commerce Field Office.

BEAVER FALLS, Pa.—June 27—Export Luncheon Forum, Holiday Inn, 12 noon. Sponsors: Chamber of Commerce, REEC.

BOSTON—July 21—Businessmen's Consultation, **John B. McGrath, Economic Officer, U.S. Embassy, London.** Sponsor: Commerce Field Office.

CHICAGO—June 30—Businessmen's Consultation, **Richard Garnitz, director, U.S. Tokyo Trade Center.** Sponsor: Commerce Field Office.

CHICAGO—July 1—Automotive Exporters' Club of Chicago, Builders Bldg.

CHICAGO—July 16—Chicago Midwest Credit Management Assn., Bismarck Hotel.

CLEVELAND—June 25—Export Documentation Workshop, Conference Room, Greater Cleveland Growth Assn., 10 a.m. Sponsors: Commerce Field Office, REEC, Cleveland World Trade Assn.

DETROIT—June 25—Export Seminar, 445 Federal Bldg., 9:30 a.m. Sponsor: Commerce Field Office.

GREENSBORO, N.C.—July 29—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

HARTFORD — July 11 — Businessmen's Consultation, **John B. McGrath, Economic Officer, U.S. Embassy, London.** Sponsor: Commerce Field Office.

KANSAS CITY—June 26—Export Development Workshop, Federal Office Bldg., 2 p.m. Sponsors: Commerce Field Office, REEC.

LOS ANGELES—June 24—Businessmen's Consultation, **Richard Garnitz, director, U.S. Tokyo Trade Center.** Sponsor: Commerce Field Office.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,

International Commerce

BIC-204

U.S. Department of Commerce

Washington, D.C. 20230.

MIAMI — July 11 — Businessmen's Consultation, **Richard Garnitz, director, U.S. Tokyo Trade Center.** Sponsor: Commerce Field Office.

MURFREESBORO, Tenn.—June 24—Export Workshop, Chamber of Commerce. Sponsors: Commerce Memphis Field Office, REEC, Chamber of Commerce.

NASHVILLE — June 25 — Export Workshop on Procedures, U.S. Court House. Sponsors: Commerce Memphis Field Office, U.S. Customs Office.

NASHVILLE — June 27 — Middle Tennessee Exporters' Roundtable dinner meeting, Sheraton Motor Inn.

NEW YORK CITY—July 22-23—Businessmen's Consultation, **Richard Garnitz, director, U.S. Tokyo Trade Center.** Sponsor: Commerce Field Office.

OAKLAND, Calif.—June 26—Businessmen's Consultation, **Richard Garnitz, director, U.S. Tokyo Trade Center,** Golden West Restaurant, 12 noon. Sponsors: Commerce San Francisco Field Office, Oakland World Trade Club.

PHOENIX—June 27—Businessmen's Consultation, **Richard Garnitz, director, U.S. Tokyo Trade Center.** Sponsor: Commerce Field Office.

PHOENIX—July 24—Export Workshop, Room 5413, Federal Bldg., 10 a.m.-12 noon. Sponsors: Commerce Field Office, REEC.

RIO PIEDRAS, P.R.—June 25—Seventh of 12 weekly lectures in Spanish on Introduction to International Trade, Rm. 238, Social Sciences Bldg., University of Puerto Rico, 8 p.m. Sponsors: U.S., Puerto Rico Departments of Commerce; REEC; Pan American World Airways.

SAN FRANCISCO—June 25-26—Businessmen's Consultation, **Richard Garnitz, director, U.S. Tokyo Trade Center.** Sponsor: Commerce Field Office.

SUTTON, Mass.—June 25-27—First Annual International Marketing Seminar, on Distribution, Pleasant Valley Country Club. Sponsors: Northeastern University.

WASHINGTON, Pa.—June 23—Export Luncheon Forum, Ramada Inn, 12 noon. Sponsors: Chamber of Commerce, REEC.

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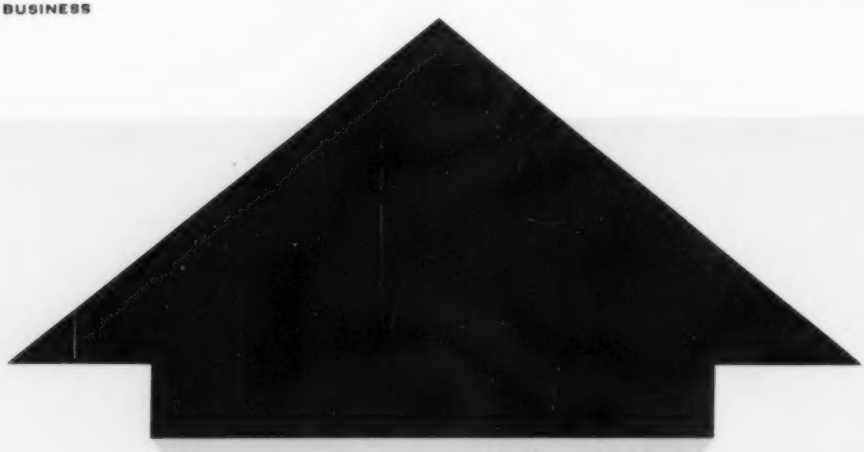

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